

TECHNOLOGY DEPT.

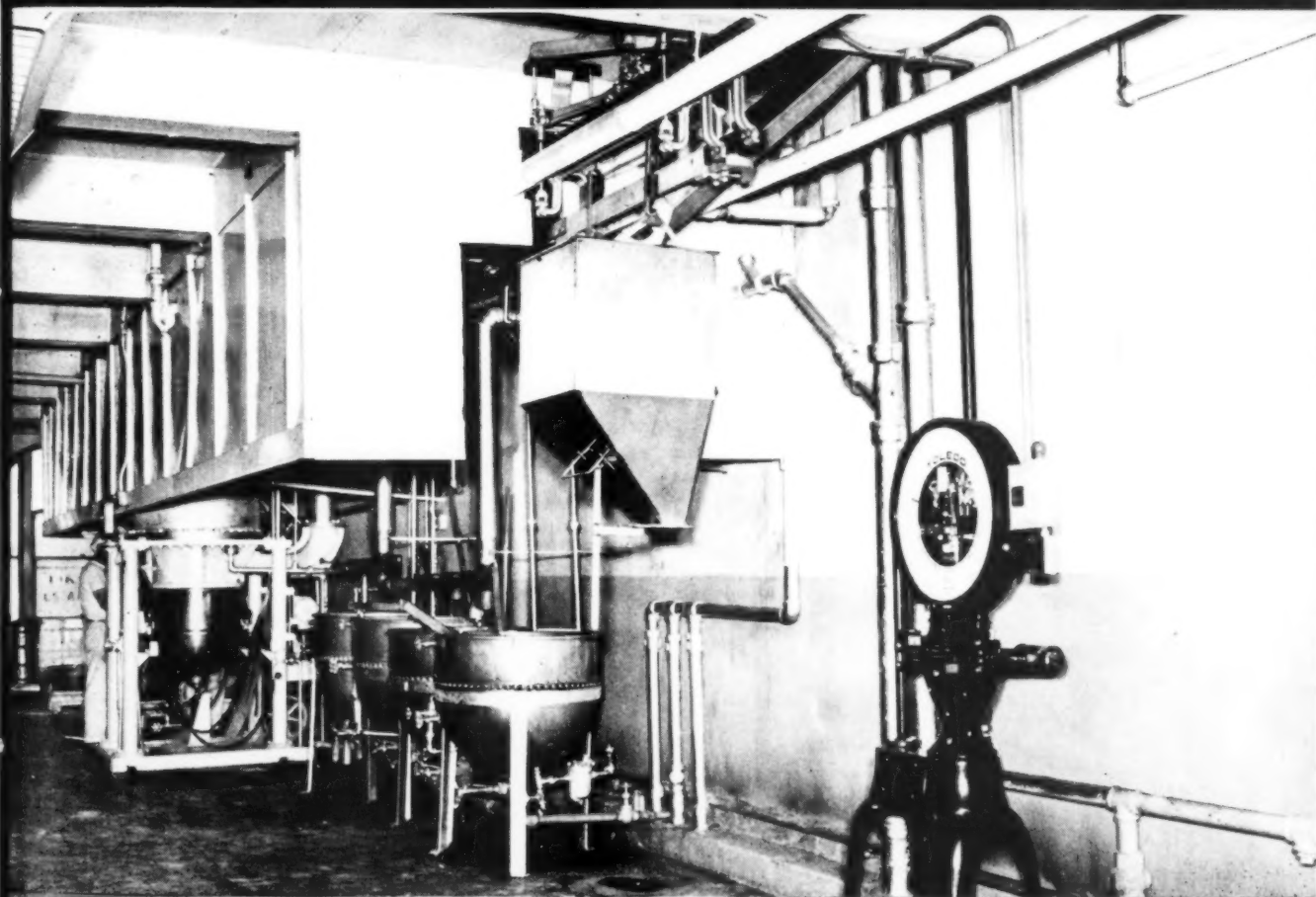


The

Manufacturing Confectioner

PUBLIC LIBRARY
OCT 13 1960
DETROIT

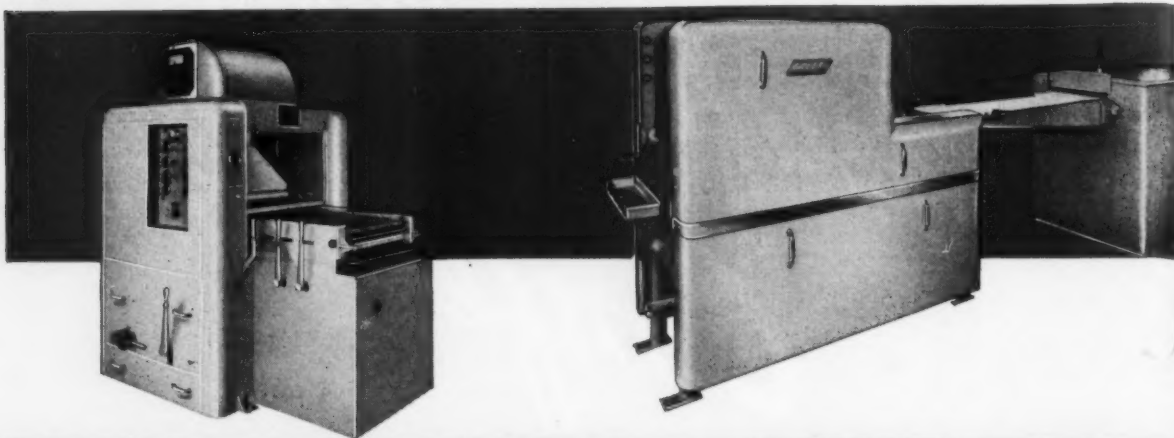
IONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



**OCTOBER
1950**

Leighton Gives Beginners Candy Making Lessons
Making Own Flavors No Answer to Flavor Control
Imperial Co. Institutes Economy in Sugar Handling
Candy Maker Gives Old-Time Success Formulae

*Speed Production with **GREER** Equipment*



GREER COATERS

for heavy duty usage at minimum maintenance. Produces smoother, more uniform coating . . . higher gloss . . . longer shelf life. Recognized as the world's standard for high quality, high production coating.

GREER 16\"

features all sanitary construction and variable speed drive for use with plaques or cooling tunnel. The GREER Coater, which separates into two hinged units for convenient cleaning or changeover, turns out high quality candies at a rate faster than any other coater available.

Continuous Production Equipment

J. W. GREER COMPANY
130 WINDSOR STREET
CAMBRIDGE 39, MASS.

BRAMIGK & CO., LTD.
LONDON, ENGLAND

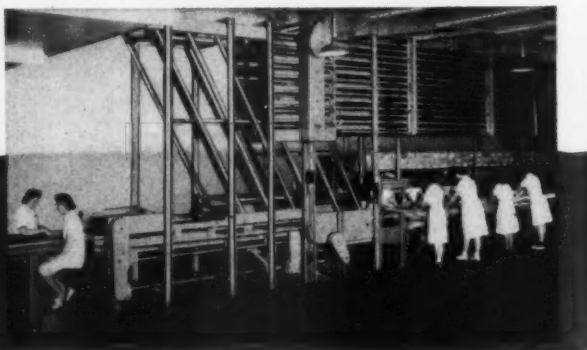
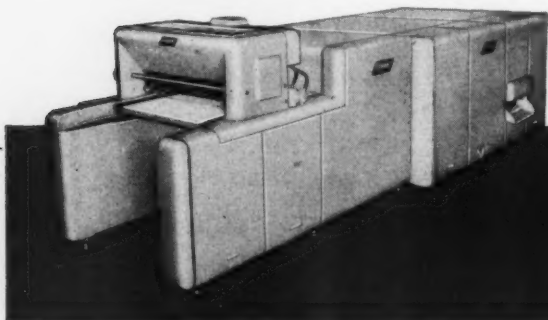
GREER

GREER MULTIMOLDER

for fast, clean, starch molding. New conveying method eliminates tray trouble. Gyratory cleaner for completely effective starch removal. Electric push button control. Engineered to meet today's requirements for high speed, high quality production.

GREER MULTI-TIER

for maximum cooling time in minimum space at minimum cost. Utilizes wasted overhead space . . . requires less floor space than shortest tunnel. Completely automatic continuous operation . . . eliminates costly handling. Many Multi-Tiers pay for themselves in less than two years.



*Write today for Catalog of **GREER** Confectionery Equipment*

ALVA FLAVORS • ALVA FLAVORS • ALVA FLAVORS • ALVA FLAVORS •



There's a
CHRONOLOGICAL
reason

It takes years to learn the secrets of flavor making, and van Ameringen-Haebler has a heritage of success and experience dating back to almost the turn of the century in America, plus the background and experience of old world flavor-making through association with one of the most famous European flavor manufacturers. Such a background is another logical reason for the superiority of Alva Flavors.

Alva IMITATION **Coconut**

All the full-bodied, meaty goodness of fresh shredded coconut—no fatty aftertaste. This is one of Alva's outstandingly popular flavors for both hard candies and soft centers.

Use: For soft centers, $\frac{1}{2}$ oz. per 100 lbs.
For hard candies, 1 oz. per 100 lbs.

Have you seen the ALVALUE Line of Imitation hard candy flavors?
Cherry - Grape - Pineapple - Raspberry - Strawberry - Banana.
(1 oz. strength, \$9.00 per gal.)

Write for the big complete ALVA catalog and see ALVA Flavors' complete line in every quality, strength and price class.

VAN AMERINGEN-HAEBLER, INC.
521 WEST 57th STREET
NEW YORK 19, N. Y.



ALVA FLAVORS • ALVA FLAVORS

ALVA FLAVORS •



FOR A CHANGE, I LIKE MAPLE!...

And for a pleasant change from established favorites, your customers might like such flavors as . . . Apricot . . . Red Currant . . . Blackberry . . . Loganberry . . . or Rum. Each of these — as are all the flavors in the FRITZSCHE line — is of time-tested excellence . . . flavorful, dependable, economical! And, of course, there are many others— all painstakingly perfected in our laboratories and then added to our list, one by one, only after proving their flavor value in large scale manufacture. Such is your assurance when you buy from FRITZSCHE . . .

A FIRST NAME IN FLAVORS SINCE 1871.

For sales-stimulating flavor suggestions, spend a profitable few minutes with our catalog . . . It's yours, **FREE**, for the asking.

FRITZSCHE

Established



1871

Brothers, Inc.

PORT AUTHORITY BUILDING, 76 NINTH AVENUE, NEW YORK 11, N. Y.

BRANCH OFFICES and *STOCKS: Atlanta, Georgia, Boston, Massachusetts, *Chicago, Illinois, Cincinnati, Ohio, Cleveland, Ohio, *Los Angeles, California, Philadelphia, Pennsylvania, San Francisco, California, *St. Louis, Missouri, *Toronto, Canada and *Mexico, D. F. FACTORY: Clifton, N. J.



The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

OCTOBER, 1950
Vol. XXX No. 10

EARL R. ALLURED
FOUNDER

EDITOR AND PUBLISHER
P. W. Allured

ASSOCIATE EDITOR
James F. Redford, Jr.

NEW YORK STAFF WRITER
Clara Baldwin

EASTERN MANAGER
Stanley E. Allured

CIRCULATION DIRECTOR
James W. Allured

ADVERTISING OFFICES

Chicago 6, 9 South Clinton
Allen R. Allured, Franklin 2-6369

New York 18, 303 W. 42nd St.
Stanley E. Allured, Circle 6-6456

London, England, 218 Salisbury Road
Hove, Sussex
L. M. Weybridge



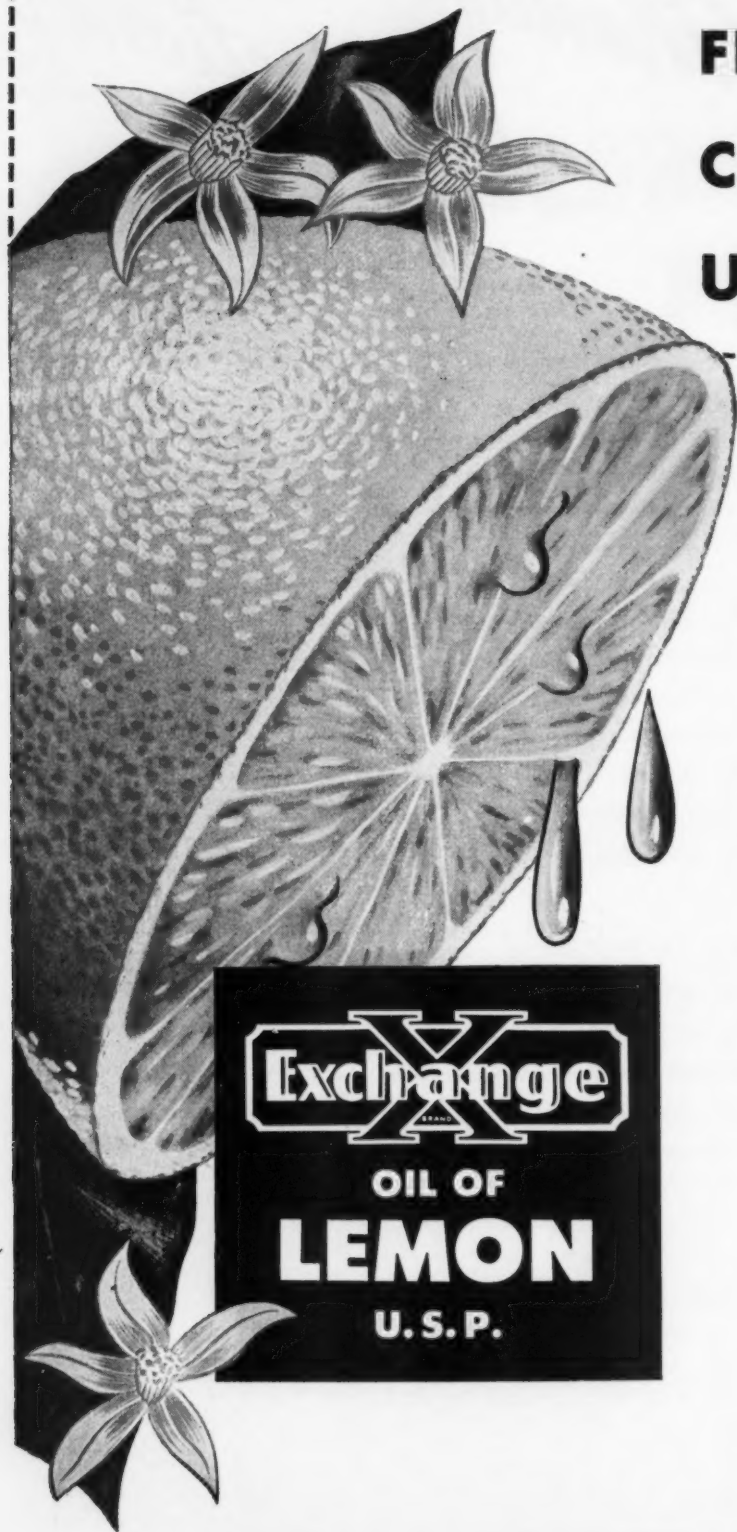
Pioneer Specialized Publication for Confectionery Manufacturers Plant Management, Production methods, Materials, Equipment, Purchasing Sales, Merchandising.

Candy making for the beginner: Lesson I	by A. E. Leighton	19
Chemical convention		20
Making own flavors no answer for flavor control	by W. H. Childs	21
NCA drafting specifications		22
Substantial savings, efficiency in sugar handling		23
Conventions-Meetings		24
Success formula for pioneers	by J. E. Mayhew	25
Processing before public sells merchandise		26
'Sweetest Day' plans underway		27
A Digest of Technical Literature		27
Two engineers join skills to pioneer in confectionery machinery		29
What's New in Candy Equipment		32
Carle & Montanari exhibits in Chicago		37
Confectioners' Briefs		40
Candy Clinic		45
Letters to MC editors		49
NCA Production Forum		50
Supply Field News		53
DeMet's seeks to institutionalize their packaging		61
Packaging Institute revamps program		62
Book Reviews		64
Calcium Carbonate Data		65
Confectionery Brokers		67
The Clearing House: Classified Advertising		69
Advertisers' Index		72
Confectionately Yours		72

Published Monthly on the 5th by The Manufacturing Confectioner Publishing Company, publishers of The Manufacturing Confectioner—The Blue Book—The Candy Buyers' Directory—Candy Merchandising. Executive offices: 9 South Clinton Street, Chicago 6, Illinois. Telephone FRanklin 2-6369. Eastern offices: 303 West 42nd Street, New York City 18, N. Y., Telephone Circle 6-6456. Publication Office: Pontiac, Illinois. Copyright, 1950, Prudence W. Allured. All rights reserved. Subscription price: One Year, \$3.00. Two years, \$5.00. Per Copy, 35c, except September "Purchasing Executives Issue": \$2.00. In ordering change of address, give both old and new address. Entered as Second Class Matter, April 20, 1939, at the Post Office at Pontiac, Illinois, under the Act of March 3, 1879. Member: National Confectioners' Ass'n, Western Confectionery Salesmen's Ass'n, National Candy Wholesalers Ass'n, Audit Bureau of Circulations, National Conference of Business Paper Editors. Foreign Subscriptions: One Year, \$4.00. Two years, \$7.00. Canadian Subscriptions: same as U. S.

8 out of 10 say it's best for

FLAVOR
CLARITY
UNIFORMITY



Exchange

OIL OF

LEMON

U. S. P.

Yes, more than 80% of all the lemon oil used in the United States is Exchange Lemon Oil!

This overwhelming endorsement by the trade is your guarantee that Exchange Lemon Oil delivers *quality*... quality in the form of superior *flavor* and unmatched *clarity* and *uniformity*.

Always specify it by the brand name when you order—Exchange Oil of Lemon. For complete satisfaction, accept no other brand.



Distributed in the United States exclusively by
FRITZSCHE BROTHERS, INC.
76 Ninth Avenue, New York 11, N. Y.

DODGE & OLCOTT, INC.
180 Varick Street, New York 14, N. Y.

Distributors for:
CALIFORNIA FRUIT GROWERS EXCHANGE
Products Department, Ontario, Calif.

Producing Plant:
Exchange Lemon Products Co., Corona, Calif.

THE MANUFACTURING CONFECTIONER



FINE CANDLES
from
Fine
Ingredients
Grow
...into REPEAT Sales

DUSTING, THINBOILING & MOULDING
STARCHES
CORN SYRUPS

*Let us tell you more about
these fine ingredients for finer candies*

Corn Products Department
ANHEUSER-BUSCH, INC. . . . ST. LOUIS, MO.



THERE'S A BETTER WAY to get the select, breakfast-fresh eggs it takes to make better candy. Just order . . .



Armour Cloverbloom



GENERAL OFFICES • CHICAGO 9, ILLINOIS



THE MANUFACTURING CONFECTIONER

WILD CHERRY IMITATION

1535



Put this LEADER among flavors to work *selling your line.*

Tangy and refreshing . . . 1535 Wild Cherry never fails to win instant and lasting friends the first time tasted . . . almost belies the word imitation.

H. Kohnstamm's famous flavor chemists have given to 1535 Wild Cherry not only a truly distinctive delightful taste but also *real heat resistance* to hold that flavor under high cooking temperatures.



One Hundredth Anniversary

Get acquainted with 1535 Wild Cherry or other Atlas heat-resistant imitation flavors (1500 Line): Raspberry, Grape, Pineapple, Strawberry, Orange, Banana, Apple, Pear, Lemon, Lime, Peach, Rum, Rum and Butter. *Write, wire or phone a trial order today . . .*

H. KOHNSTAMM & COMPANY Inc.
FIRST PRODUCERS OF CERTIFIED COLORS
ESTABLISHED 1851

89 PARK PLACE, NEW YORK 7 11-13 E. ILLINOIS ST., CHICAGO 11 4735 DISTRICT BLVD., LOS ANGELES 11
ATLANTA • BALTIMORE • BOSTON • CINCINNATI • CLEVELAND • DALLAS • DETROIT • HOUSTON • INDIANAPOLIS • KANSAS
CITY, MO. • MINNEAPOLIS • NEW ORLEANS • OMAHA • PHILADELPHIA • PITTSBURGH • ST. LOUIS • SAN FRANCISCO

WHAT THE CHARMS CANDY COMPANY SAYS ABOUT *LIQUID SUGAR*



In the production of our candies, we found it necessary to use a specific type of liquid sugar. We turned the problem over to Flo-Sweet technicians who developed the sugar we needed and who have supplied us with this special sugar ever since. This is just one instance of the dependable service and cooperation we have received from Flo-Sweet.

(Signed) V. R. CICCONI,
Assistant Works Manager
The Charms Company

WHEN YOU USE FLO-SWEET® YOU GET SERVICE

Ask any Flo-Sweet customer—ask *every* Flo-Sweet customer—they'll all tell you, "Refined Syrups & Sugars have *never* let me down!"

That kind of service means you have no plant shutdowns, no lost orders, no disappointed customers.

That kind of service gives you better planning, greater economy, more repeat orders and larger profits.

HERE'S WHY FLO-SWEET MEANS SERVICE

- ▶ Refined Syrups & Sugars is the largest liquid sugar manufacturer in the country—
- ▶ has the industry's most complete production and storage facilities for liquid sugar—
- ▶ maintains the largest number of tank-trucks, tank-cars, and tank-ships in liquid sugar service—
- ▶ is the only refiner in the East maintaining liquid sugar warehouse and storage facilities away from our refinery for customer service.
- ▶ Flo-Sweet production facilities are flexible to take care of the unusual in sugar requirements.
- ▶ Flo-Sweet provides emergency delivery service.



For dollar-saving, product-sanitation and *always-reliable* service, you can't beat Flo-Sweet Liquid Sugars!

Manufactured only by
REFINED SYRUPS & SUGARS, INC.

PIONEERS IN THE SAVING OF SUGAR, THE SAVING OF TIME, SAVINGS, SANITATION AND SERVICE

The nation's
favorite candies
are **ALMOND
CANDIES**

... AND THE NATION'S LEADING CANDY MAKERS DEPEND ON

"BLUE DIAMOND" ALMONDS

In Sacramento, the nation's almond capital, batteries of photo-electric "eyes" sort almonds with more-than-human accuracy. The equipment is exclusive with the Exchange for almonds, and it is another reason why leading candymakers the country over depend on top quality Blue Diamond Brand California almonds.

Blue Diamonds are accurately size - graded, free from dust, foreign particles and bitters. They give you the kind of dependable quality that minimizes sorting and handling in *your* plant.

If it's sales - appeal you want, use almonds. And if it's almonds you want, consult your Blue Diamond representative, or write us. We're almond specialists, and have been for more than 40 years.



CALIFORNIA ALMOND GROWERS EXCHANGE

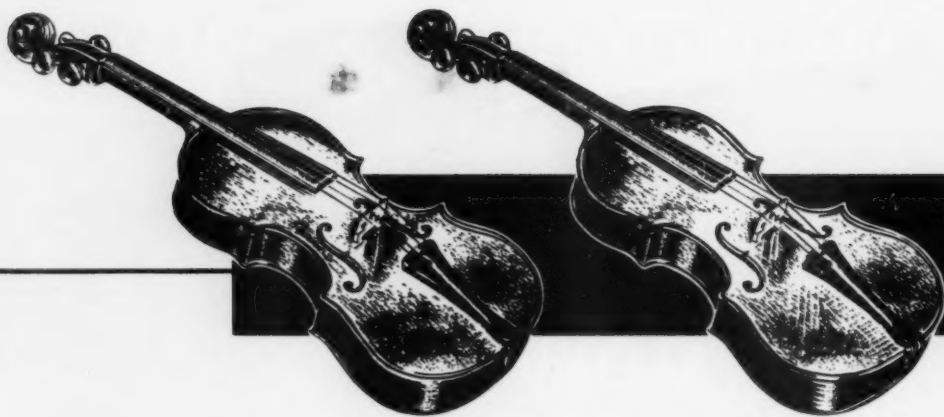
Sacramento
California

Offices: Chicago
and New York



FREE ON REQUEST

As a service to the candy industry, the Exchange offers this illustrated booklet containing 22 useful formulas for popular almond candies. Write for your free copy today.



**ONE IS A STRADIVARIUS
ONE, A COPY...**

**Never compromise your product
with a substitute for QUALITY**



**Chocolate and Candy Bon Bon
COATINGS
and Pure EXTRACTS**

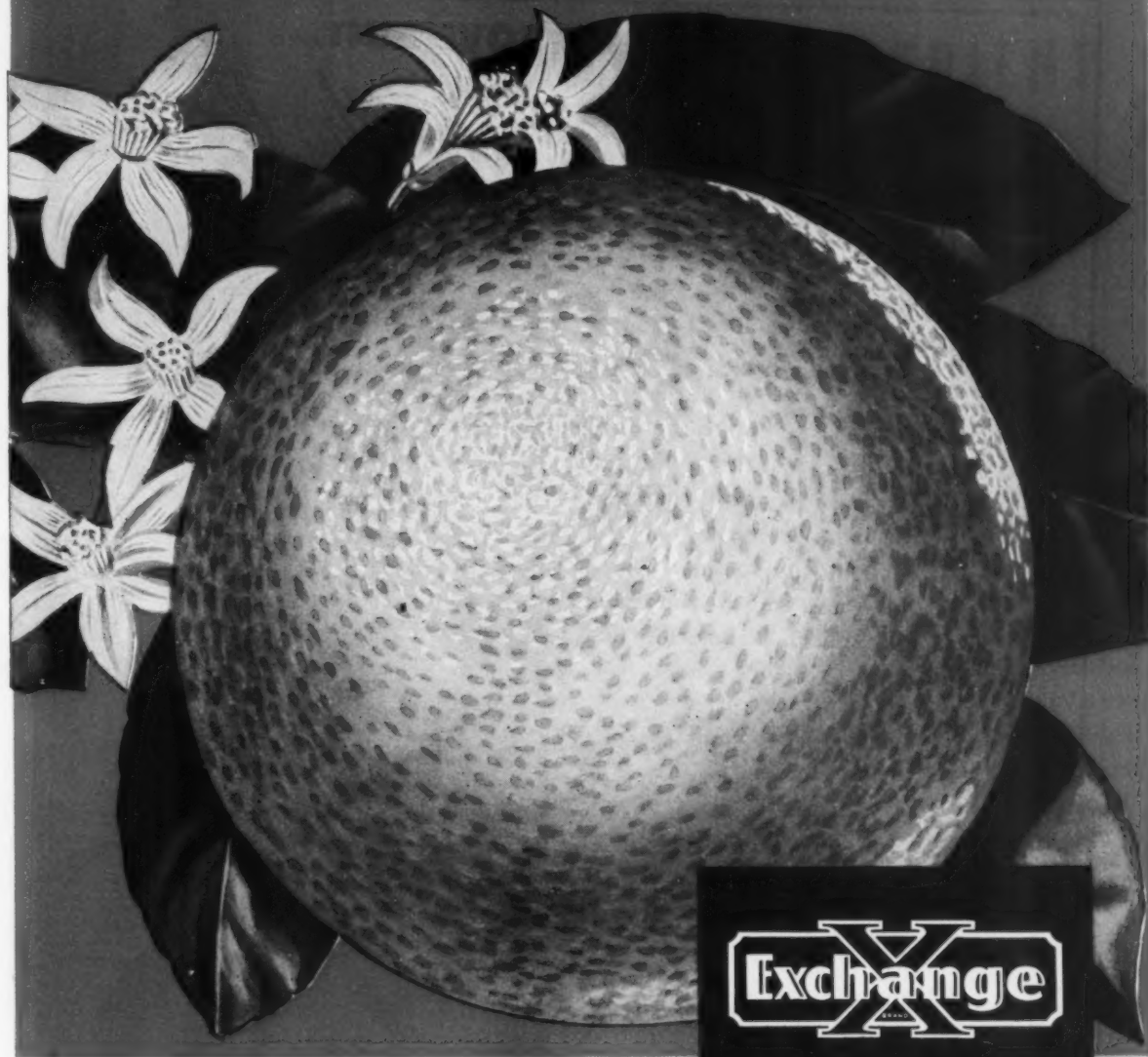
Write for Samples

THE WARFIELD COMPANY

536 W. CERMAK ROAD, CHICAGO 16, ILLINOIS

"In the heart of the Candy Industry"

MORE ORANGE FLAVOR!



Flavor is the thing that makes your product stand out from others. And Exchange Oil of Orange *has* the flavor...that distinctive and preferred taste unique to oranges grown in the sunny, sheltered valleys of California.

Try Exchange Oil of Orange for yourself. Give it all your tests for *quality, uniformity* and *strength*. You'll like it...and you'll buy it!

Exchange

**OIL OF
ORANGE
U.S.P.**

Distributed in the United States exclusively by

FRITZSCHE BROTHERS, INC.

76 Ninth Avenue, New York 11, N. Y.

DODGE & OLCOTT, INC.

180 Varick Street, New York 14, N. Y.

Distributors for:

**CALIFORNIA FRUIT GROWERS EXCHANGE
PRODUCTS DEPARTMENT, ONTARIO, CALIF.**

Producing Plant:

The Exchange Orange Products Co., Ontario, Calif.

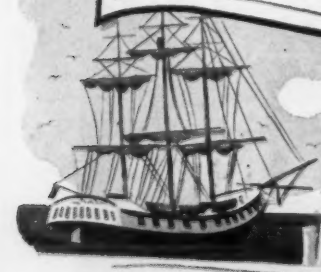
FOR TASTE IMPROVEMENT...

NEW ENGLANDERS TOO, *Favor the Flavor*

with

PFIZER ACIDULANTS

From Cape Cod to the Golden Gate, Pfizer Quality Acidulants are country-wide favorites for improving the taste of fruit-flavored candy. "Treated" this way, even the best flavors get a taste-tingling lift. What's more, free-flowing, non-caking Pfizer Acidulants dissolve f-a-s-t... help you speed production... cut costs... give you even acidulation every time.



SPECIFY

PFIZER

ACIDULANTS

ANHYDROUS CITRIC ACID • CITRIC ACID • TARTARIC ACID • SODIUM CITRATE • CREAM OF TARTAR • CAFFEINE

CHAS. PFIZER & CO., INC., 630 FLUSHING AVE., BROOKLYN 6, N. Y.; 425 NORTH MICHIGAN AVE., CHICAGO 11, ILL.; 605 THIRD ST., SAN FRANCISCO 7, CALIF.



JUST ONE INGREDIENT

Improves CANDY 5 Ways

LAND O'LAKES

New, Improved NONFAT DRY MILK SOLIDS




1. Heightens flavor
2. Produces a creamier consistency
3. Modifies excessive sweetness
4. Develops finer texture
5. Thickens more easily, with less cooking

The advantage to you shows up in your cash register, for *good* candy is always profitable. Use the New, Improved LAND O'LAKES Nonfat Dry Milk Solids in caramels, fudge, milk chocolate coatings—wherever your formula specifies milk. Developed especially for candy making—always fresh, uniform, convenient to use. And while it *adds* quality, it *subtracts* cost. Try it; see for yourself.

CONTINUOUS SUPPLY OF NEW IMPROVED NONFAT
DRY MILK AVAILABLE EVERYWHERE—QUICKLY

Immediate Delivery Through Branches, Brokers and
Jobbers in Principal Cities, or write LAND O'
LAKES Creameries, Inc., Minneapolis 13, Minnesota.



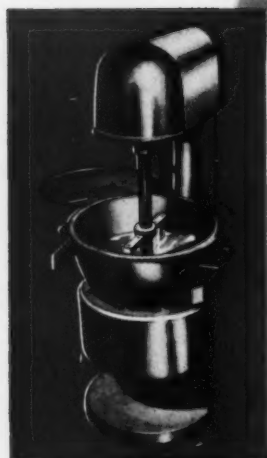
In drums, barrels, and
the NEW, handy 100
lb. and 50 lb. Multi-
wall bags.



QUALITY *Plus* FOR *Every* USE



She gets **IMPROVED** quality
...You get **LOWERED** costs
with **Sweetose®**



How **Sweetose** Saves Real Dollars...

Twice as sweet as ordinary corn syrup—three times as fluid—it's easier, faster to handle at lower cost! Can't ferment or mold in storage. Can be used to replace more costly moisture retainers which cut down stale losses.

©Sweetose is a registered trademark of the A. E. Staley Mfg. Co. Reg. U. S. Pat. Office.

Suggested Formula for Cast Caramel (Chocolate Dipped)

15 lbs. Sugar	60 lbs. Sweetened Condensed
95 lbs. Sweetose	Whole Milk
2½ lbs. Hard Coconut Butter	7 oz. Salt
½ gal. Water	Vanilla flavor as desired

METHOD: Place the sugar, Sweetose, coconut butter and the water in a cooking kettle and boil the mixture with efficient stirring to a crack test. Add 20 lbs. of the milk and continue cooking until the batch again gives a crack test. Add another 20 lbs. of the milk, cook to a hard ball test, then add the remaining 20 lbs. of milk and cook to a medium ball test. Add the salt and flavor, cast into starch and allow to remain overnight, then brush out of starch and machine dip in chocolate.

STALEY'S
Sweetose

Not a "cheapener"—Staley's *Sweetose* Syrup sets a new quality standard for your candies that in turn can increase demand, bring you bigger, faster sales! Increased tenderness... magnified natural flavors... less tendency to stick to teeth! You'll be amazed at how much better all candies look and taste when you use *Sweetose*. Only *Sweetose* Syrup is enzyme-converted, water-white, odorless; has no flavor other than sweetness! Get the facts about *Sweetose* today... learn about Staley's other superior products for candy making.

A. E. STALEY MFG. CO., Decatur, Ill.

In Canada: J. O. Daig, 6876 Sherbrooke St. W., Montreal, Quebec.

A. E. STALEY Mfg. Co.
De. t. 147-10, Decatur, Ill.

Gentlemen:
Please send me at no cost or obligation complete information about Staley's "*Sweetose*" and these other superior products:

- ☐ Cooking and Molding Starches
- ☐ Sta-Sol® Lecithin

Name _____ Title _____
Company _____
Address _____
City _____ State _____

if you want
repeat sales
look to D&O flavors



Impulse buying,
 packaging or any number
 of visual attributes may sell
 your candy the **FIRST TIME**.

But what about the second time...
 and is there a third and fourth
 and tenth time? Candy manufacturers
 know that the over-all success of their
 product is determined by **FLAVOR AND TASTE**.
 It's the flavor and taste that create
 the remembrance value and the repeat sales.
 D&O Flavors have the rare quality
 that moves candy off the retailer's shelf
 and counter. Let D&O show you how.



DODGE & OLCOTT, INC.

180 Varick Street • New York 14, N. Y.

ATLANTA • BOSTON • CHICAGO • CINCINNATI • DALLAS • LOS ANGELES • PHILADELPHIA • ST. LOUIS • SAN FRANCISCO
 ESSENTIAL OILS • AROMATIC CHEMICALS • PERFUME BASES • VANILLA • FLAVOR BASES



A. C. Baker, General Manager
Brecht Candy Company
2111 North Speer Blvd., Denver 17, Colorado

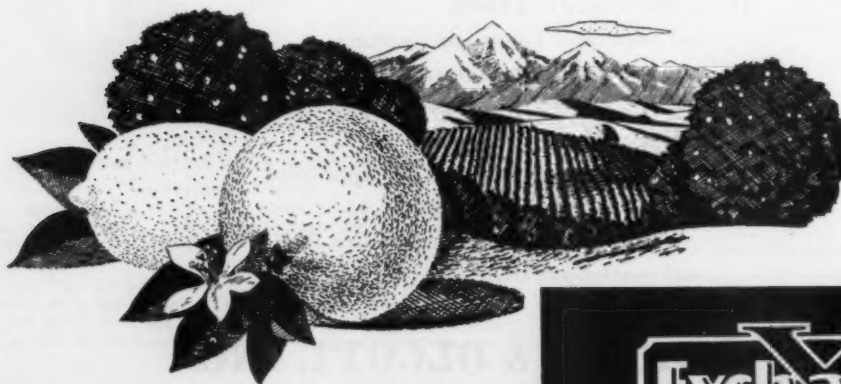
A. C. Baker of the BRECHT CANDY CO.

says..."WE HAVE FOUND EXCHANGE CITRUS PECTIN DEPENDABLY UNIFORM, AND IT GIVES US A VERY TENDER, CLEAR AND REAL JELLY TEXTURE IN OUR FINISHED PRODUCTS."

Jelly candies made with **EXCHANGE CITRUS PECTIN**

...are tender and brilliantly clear,
carry more flavor, are never gummy, stay fresh longer,
set more quickly and pack more easily in bulk.

A meticulous system of controls and tests keeps Exchange Citrus Pectin so evenly standardized that *it always performs the same* in your formulas. That means lower production costs, uniformly fine candy and good profits! Write for information and free sample.



CALIFORNIA FRUIT GROWERS EXCHANGE

Products Department: Ontario, California

400 W. Madison Street, Chicago 6 • 99 Hudson Street, New York 13
318 Cadiz Street, Dallas 2

Exchange
CITRUS PECTIN

candy making for the beginner: Lesson I

assembling equipment, materials

by **ALFRED E. LEIGHTON**
Consulting Food Chemist & Candy Technologist

"CANDY making as a career" is a phrase that has been bandied about, and heard with increasing frequency during the past several years. It arises from the general recognition by leaders of thought and practice in Candydom, that this billion dollar industry has a need for—but does not have—an accredited system of training by means of which young people could learn the trade and be encouraged to look upon it and make it a life-time job.

As practiced today by corporations of any magnitude, candy manufacturing processes are being departmentalized to a growing extent. A would-be candy maker may learn how to become a skilled caramel cook, or fudge cutter, a slab man, or a spinner, and carry on with robot-like precision without ever learning how to become a real candy maker. He may never see the raw materials nor learn the formulas of the batches he is cooking hour after hour, and day after day, much less learn the properties and peculiarities of the individual ingredients that are incorporated in the formula.

How materials behave, and how they change in boiling, in cooking, in cooling, in beating, alone, or when mixed, is information seldom acquired.

Apprenticeship Disappearing

There was a time when a young person could learn candy making by becoming a helper in the kitchen of a retail candy maker, and thru some years spent in fetching and carrying, weighing and batching, paddle pushing and boiling, pouring and cutting, learn the "why's" as well as the "how's" of candy making. That was a sort of unwritten apprenticeship system that enabled not a few of today's experts to learn their trade.

There were always kitchens wherein a young person could obtain a job and by proper service, faithfully rendered, learn his way thru. With the growth of the



The MANUFACTURING CONFECTIONER publishes here the first in a series of 12 monthly articles on candy making for the beginner. The publisher of the magazine feels these articles will fill a gap existing in the confectionery world caused by the prevalence of departmentalization in manufacturing operations. This has discouraged the all around candy maker to the point where as a craftsman—he is a fast vanishing entity. The series is designed exclusively for the beginner to better his understanding of the function of ingredients and the "why's" of candy making. The course has been prepared by Alfred Leighton, consulting food chemist and candy technologist. He is a well-known figure in the confectionery field.

candy business and its concentration in the operations of large organizations, there are fewer retail kitchens, fewer opportunities, and few encouragements for young people to learn the art and become proficient—thus does time march on.

Most of our present day plant superintendents learned their business in this way or came to us from Europe where the apprenticeship system is still in vogue, or where courses in confectionery making are available in trade schools and polytechnics.

The so-called "Old Timers" or complete candy makers are retiring from business, or passing on to their just rewards to sweeter days—we hope. Who is to take their places with enough knowledge and experience to carry on when we do not have properly constituted courses to teach the art?

The purpose, therefore, of this course is to satisfy in a humble and unpretentious manner a recognized need and to start a would-be candy maker on the path of understanding which leads to greater knowledge and proficiency. Thus we are stepping into the breach and endeavoring to close a gap, by presenting a series of lessons modestly entitled, "A Course in Candy-making for Beginners."

The beginner, regardless of his age or his routine job in the candy factory, who reads the lessons and carries out the practical exercises as will be outlined, in the series, will "learn by doing." He will learn in his own home kitchen with minimum equipment and expense some of

the things every candy maker knows, and every embryo candy maker should learn and understand. By so doing, the earnest student will derive much pleasure and satisfaction.

The course is elementary and is not intended to be encyclopedic; it is not intended for the experienced candy maker or technologist—definitely, this course is not intended for them! Within the framework of the title, the person with his foot on the threshold of the candy industry who seeks to enter or for anyone engaged in a routine candy job who would like to understand some of the basic principles of what he is doing—this course is for him.

Bricks as such are simple things of simple shape, yet properly laid, they can be made into a house or any other form of noble edifice. So with our elementary candy lessons, they can become the bricks that can be built into a career. Not a few of our successful candy organizations had humble beginnings and grew from kitchen art with the aid of people who transposed their sauceman knowledge and experience into the capacious steam pressured kettles that are in use today.

The things that are true, and the facts that are learned from small pans are equally true for large kettles; so we are able to multiply the size of our batches one hundred, yea, even a thousand fold and more.

Make-up and Plan

It is intended that the course will deal, so far as possible, with the subjects following a plan of consideration under which related items will be dealt with in sequence. Thus it will deal with sugar and sugar boiling, hard candies, fondant and fondant making, wafers, patties, creams, fudges, caramels, aerated items such as marshmallows, nougats, pulled goods, jellies and gums, centers for dipping, and chocolate dipping.

Utensils and Equipment

To carry out the exercises, a certain amount of equipment and a few utensils will be required. Most of the utensils will be found in many homes as part of the regular kitchen pots and pans, a few can be improvised from common items found in the home, and a few can be purchased as needed from confectioners supply houses, hardware stores, and super-markets.

The required items are:

Kitchen scales. 1. Capacity several pounds and subdivided into ounce divisions (can be purchased from hardware or department stores.)

Measures. 1. Capacity 8 fluid ounces (glass). 1. set of standard tablespoon measures from $\frac{1}{8}$ or $\frac{1}{4}$ thru to 1. tablespoon, (aluminum, not plastic.)

Double-boiler with cover. 1. (aluminum) capacity about 2 quarts (narrow form preferred.)

Candy Thermometer. 1. Stainless steel scale, reading from 60 degrees thru 310 or 320 degrees. (Important: get a good one, "Taylor" or other reliable make.)

Caramel Cutter. 1. Frame divided into squares. (Metal)

Dropping Funnel. 1. With handle, and stick for plugging outlet. (obtain from confectioners supply house)

Molds. 1. Rubber, demonstration size, with assorted shapes. (confectioners supply house item)

Dipping Forks. 1. Wire, with two or three prongs, ring or loop-ends (these can be improvised by the student by twisting some stout wire into the required shapes, otherwise purchasable from confectioners supply house.)

Pastry Brush. 1.

NEXT MONTH:

The MANUFACTURING CONFECTIONER presents the second of 12 articles by Alfred E. Leighton in the November issue. In this article, he speaks to the men in your plants and to the small manufacturers who have not had the opportunity to study candy making and its many phases.

Crystallising Tray with wire rack. 1. Confectioners supply house item.

Marble Slab, for cooling. 1. Smooth surface—about 12 inches square. If not readily procurable, an aluminum cookie sheet of about the same size will do.

Iron or steel bars, for retaining candy on slab. 4. about 12 inches long, $\frac{3}{4}$ inch deep, square shape, smooth surfaced. Can be obtained from confectioners supply house, in suitable lengths.

Palette Knife or Spatula. 1. Stainless steel, 8 to 10 inch blade.

Egg Beater. 1. Double action.

Medicine Droppers. 2 or 3 of these.

Materials

Sugar (fine granulated); corn syrup; food colors; food flavors; waxed paper. (Super-market items found in most home kitchens.)

(To Be Continued)

Chemical Convention . . .

★ ★ ★

MUCH NEWS OF interest to confectioners was released at the recent chemists' convention in Chicago. Tartaric acid and cream of tartar can be made synthetically in the U. S. Maleic anhydride, readily obtainable from coal-tar benzol, is combined with hydrogen peroxide in the presence of a catalyst, and good yields of tartaric acid result. Citric acid has been made synthetically for several years. Is citric to have greater competition in the future?

Sunflower seed oil is less subject to flavor reversion than some other edible oils, e.g. soya, and promises to alleviate shortages of edible oil supplies which occur from time to time.

Carvone, which occurs in spearmint oil to the extent of 65 per cent, has been made synthetically from orange and grapefruit peels. Chewing gum manufacturers, heavy users of spearmint, may be able to benefit through expected greater stability of production, the natural being supplemented by the chemical.

The first studies on the differences in flavor between the various sweeteners which can be used with frozen fruits showed that peaches using detectable levels of sucrose replacement sweeteners were less sweet and exhibited more sourness. Tasting was conducted on the fruit and syrup separately.

Easy detection of heavy metal impurities in food products is possible through application of paper chromatography. As the F. D. & C. are becoming more stringent in the matter of adulteration, and impurities, this simplified technique is highly desirable.

making own flavors no answer for flavor control

**specialty houses advised
by flavor authority**

by WESLEY H. CHILDS

THE question arises, if flavor control is so important would it not be advisable for the candy manufacturer to make his own flavors? By so doing, it is assumed that the candy manufacturer would eliminate or reduce the degree of control normally required with purchased flavoring materials.

About twenty flavors comprise the best selling list and these include nine or ten essential oils. The duplication of the essential oils is extremely difficult even for outstanding flavorists. If a low priced flavor is deemed necessary for candies encountering cut-throat competition, cinnamic aldehyde or eugenol might under certain market conditions serve as replacements for cinnamon or clove oil. Likewise, vanillin, being cheaper than a pure extract of vanilla, can be used. Probably the best duplication of an essential oil occurs in the case of wintergreen, methyl salicylate being very nearly a perfect match.

Ten or eleven flavors to develop would make a nice assignment for your research department. To prepare these flavors, probably from fifty to one-hundred different ingredients will be required. These are, for the most part, chemical specialties, and like other raw ingredients entering the plant, should be purchased according to specifications and checked upon receipt. Strange to say, many of these aromatic chemicals vary according to the supplier. Hence, a change in source of supply can materially cause a change in the character of your final product.

Uniformity Depends on Care

Uniformity in the making of flavors depends upon the care taken at every step in the process, the selection of raw ingredients, their storage, the proper blending and mixing, and a complete knowledge of the precision necessary. It is more difficult to prepare uniform flavors in small batches than in large batches. The flavor compounding room should be separated from the plant, should be free of temperature variations, preferably air-conditioned, maintained in immaculate condition, and operated solely for one purpose.

It would seem that control has not been simplified as instead of buying twenty flavors, such as anise, banana, butter, cherry, cinnamon, clove, coconut, grape, lemon, lime, maple, orange, peach, peppermint, pineapple, raspberry, rum, strawberry, wintergreen, and vanilla, about five or ten times as many ingredients must be obtained and then blended to eventually give the low number of flavors in common use.

Assuming that the research department completes the

given assignment, these newly developed flavors must undergo shelf testing. For that matter, any new flavor purchased should be given a shelf test though in many cases such testing is foregone owing to the reputation of the flavor supplier. If the developed flavor does not give the same flavor-note six months or a year from now, it is very risky for a candy manufacturer to stake his reputation on it.

Flavor Development, Improvement

Flavor development and improvement go hand in hand. Consider the difference between today's flavors and those of yesteryear. Gradually as new promising organic chemicals are discovered they are thoroughly tested by flavor chemists. Perhaps, a little more natural note in a wholly synthetic flavor will result from the addition of minute quantities of the new substance. Seldner¹ has listed many new synthetics and has suggested how they may be used to improve certain flavors. Flavor development must not stop; those marketed twenty years ago were for the most part outdated at the time of World War II. Perhaps, your own developed flavors may be outdated when finally put into use after shelf testing. One can no more rely on yesterday's flavors than on yesterday's production methods.

An argument in favor of making flavors by a candy company could be that such developed flavors would distinctively identify their products from those of competition. Some merit may accrue to the desire to be distinctive, though in practice, most candies flavored with the home-made flavors fail to attain the favorable reception accorded those flavored using products of the flavor houses.

This is but natural. The flavors commercially marketed are the results of innumerable tests based on years of experience. The different ingredients are so skillfully blended and so smoothly concocted that only an artist of equal ability as the original compounder can hope to even partially duplicate the product. The true flavor compounder is not unlike an artist, and his product is truly a masterpiece. His is an educated nose which serves well in the first steps of compounding.

Taste, is, of course, the ultimate end desired. Leading flavor companies conduct taste panels and have a knowledge of public likes and dislikes at their fingertips. "The flavorist finds that a good flavor improves with age; there is an ever-so-slight interaction with sugars, alcohols, and perhaps, a very slight cross-esterification among the



The MANUFACTURING CONFECTIONER takes pleasure in presenting its readers the fourth article this year on flavors by an authority in the field—Wesley H. Childs. In February, March, and June of this year, Mr. Childs published a series on Flavor Control. These and the present article were prepared exclusively for this periodical. The present article deals with the

feasibility of confectioners manufacturing their own flavors.

esters, insufficient to change the character, but imparting to the extract a mellower tone."

Exclusive Flavor Developments

Some people may consider that a company making its own flavors has a degree of protection inherent in that accomplishment. There is little basis for such an idea to exist. Flavor companies will prepare flavor specialties for you which are kept exclusive. It is necessary for them to be ethical in their dealings, their life depends upon remaining highly ethical.

Basically, a candy company is engaged in business to make a profit by fabricating and selling candy. Raw ingredients are purchased on specification. Very few candy concerns have found it profitable or desirable to engage in the manufacture of sugar, corn syrup, milk products, starch, or many of the raw materials which are required to make candy. Each of these raw materials requires good technical control during manufacturing. Few candy companies have technical control adequate to supervise the preparation of flavors. It would seem highly desirable that the present technical staff engaged in the confectionery industry put their talents at work along positive lines of improvement.

This does not mean that flavor work should be neglected. Much investigation needs to be done in securing greater acceptance for candy. One candy superintendent says that anyone can make wonderful candy given the best ingredients but that genius is needed to make quality candy at low cost. Making a wise choice of low-priced raw materials plus the judicious use of advice from your flavor supplier will lead to better quality low-priced confections.

The advantages of using commercial flavors from the quality control viewpoint seems obvious. One can and should select the best flavors on a competitive basis. No flavoring company holds a monopoly of the best flavors. It may be that a candy company may secure its flavor requirements from one source or a dozen.

Blending of Oils

Many pleasing effects have been obtained by blending or modifying the essential oils. An unusual peppermint flavor encountered in an English candy was caused by the presence of sulphur dioxide. Though such use of SO₂ in the United States may be considered illegal, a somewhat similar effect may be obtained by using a small amount of sassafras in the peppermint oil. The mint jelly served with certain meats is flavored with a mixture consisting of 80% peppermint, 8 per cent spearmint, and 12 per cent terpeneless lemon. Perchance, such a combination might prove pleasing in pectin or gum jellies.

Supposedly, we will always have low priced candies. These are highly competitive and the margin of profit, if any, is too meager to allow the use of expensive flavors. Has the thought occurred that perhaps, the improvement of flavor in these "cats and dogs," might lift them to be respectable profit makers? Though all candy may not be trade-marked literally by the manufacturer, it is, nevertheless, indelibly registered on the taste-buds of the consumer.

Did you ever conceive of candy being likened to a theatrical production? In candy, each ingredient member of the cast merges its individual characteristics to achieve a delightful product. A candy label could state: Sugar by X Refinery; Corn Syrup by Y Supplier; Chocolate by Z Company; and Flavor by &., combined under the expert direction of the Your Candy Company.

References

- (1) Abraham Seldner, "New Synthetics for Flavors," THE MANUFACTURING CONFECTIONER, Vol. 30, No. 1. (1950).
- (2) Edward Sagarin, "The Science and Art of Perfumery," 1945.

NCA drafting specifications

★ ★ ★

ACTION IN drafting and recommending changes in Quartermaster specifications for candy items was the purpose of the appointment of six special sub-committees by the National Confectioners' Association QM specifications committee at several meetings held in September, according to Fred W. Amend, chairman of the committee.

Mr. Amend pointed out that each sub-committee will handle one classification of candy such as coated candy, panned candy, fudge, hard candy, caramels, and jellies. This is to allow quicker processing than when each specification is discussed by the whole committee.

The chairman said that the specifications are reviewed by several agencies of government after the conferences. Our job, Mr. Amend continued, "is to help draft specs which will (1) meet the requirements of the government; (2) promote fair competitive bidding; and (3) enable the maximum numbers of concerns to produce as great a variety of candies as desired."

Specifications are now drafted for 30 different candies, and the Quartermaster is anxious to secure a greater variety to satisfy the G.I. demand. Research departments of the N.C.A. and private companies are focusing attention on meeting QM stability and palatability requirements. Reports on purchases and bids by the Quartermaster Corp indicate that 92 million bars of four different kinds and one million pounds of hard candy have been purchased by the QM since the first of the year.

• **Contracts to confectioners** awarded by the Quartermaster Corp for armed forces' rations during the month of August and September were: 1,102,500 packages of spearmint and peppermint chewing gum—spearmint to American Chewing Gum Products, peppermint to Beechnut; 393,763 packages spearmint and 393,762 packages peppermint gum—former to American Chewing Gum Products, latter to Topps Chewing Gum Inc.; 2,100,004 discs of compressed chocolate to National Tile & Manufacturing Co.; 1,837,560 packages Type 4 starch jelly bar, class 2, without fruit to Charms Sales Co.; 330,000 discs of orange and lemon flavor, type 4, starch jelly disc without fruit to Mason, Au & Magenheimer.

Type 1 sweet chocolate bars, 3,780,000, to Hershey Chocolate Corp.; 1,260,000 packages, type 4, starch jelly bar without fruit to Charms Sales Co.; 5,880,000 sweet chocolate bars, type 1, class 2, Wilbur-Suchard Chocolate Co., Inc.; 1,470,000, type 3, coated bars, class 1, coconut, to John Horn & Co.; 2,205,000, type 3, coated bars, class 3, caramel nougat, Curtiss Candy Co.; 735,000 type 4 starch jelly bar, class 2, without fruit, Charm Sales Co.

another confectioner effects substantial savings, efficiency in sugar handling

**Imperial saves 10 cents
a cwt. with new installation**

JUGGLING figures in costly labor market requires dexterity but it is a feat which more enterprising candy manufacturers are managing. Increased mechanization has eased the stress somewhat, but management continues searching for other factors. One discovery in Seattle by the Imperial Candy Company is reduction of sugar wastes through installation of the bulk-bin system.

Wastes formerly estimated at 3 per cent, according to Lester Bettes, vice president in charge of production, have been cut "considerably." Affording a 15-cent price reduction per hundred-weight in cost, use of the bulk bins has resulted in "interplant savings of 10 cents per hundredweight." Since the firm uses about 100 sacks daily, the new method of sugar operations has saved \$25 daily. The system has effected other savings also.

Imperial, the largest candy manufacturer in the State of Washington, hit upon this solution accidentally. The bins, designed by Tote, originally were intended for flour, but the Utah & Idaho Sugar Company had other ideas. The bins, it knew, would facilitate sugar handling by large processors and was a special service which could be given customers. One of the first prospects approached was Imperial. The two-ton design was studied carefully.

Efficiency Recognized

Admittedly, the bulk bins would be economical because the supplier not only refilled them but furnished the units; they were moisture proof due to metal structure which would reduce loss from dampness. The one difficulty was that they were too large to be accommodated by the Imperial freight elevator. "But if you can offer one-tonners, you've a sale," U & I officials were told.

Several blueprints and a year later, U & I delivered one-ton units to Imperial—that was in January 1950. During initial performance, the bins did such a satisfactory job that they completely replaced one employee who formerly dumped 38 to 40 sacks in a two-hour interval.

No one was more enthusiastic over the mechanized performance than Mr. Bettes who does not leave figures to the imagination. Leading the way to the fourth floor

where the bins are in operation, he demonstrates the mechanical sugar servants. There a pair of bulk bins are tilted at a 45° angle from a supporting rail, elevated about two feet from the floor.

The units, made of aluminum, are rectangular in shape and measure 4' 6" x 3' 6" x 3' 0" with 4" legs for easy stacking, if in storage.

A circular hole at the top of the bins enables easy, mechanical filling. They are brought from a freight elevator on a pallet jack to the site, hoisted into position, and tilted to facilitate sugar discharge. Filled, they weigh about a ton, fluctuating according to the fill.

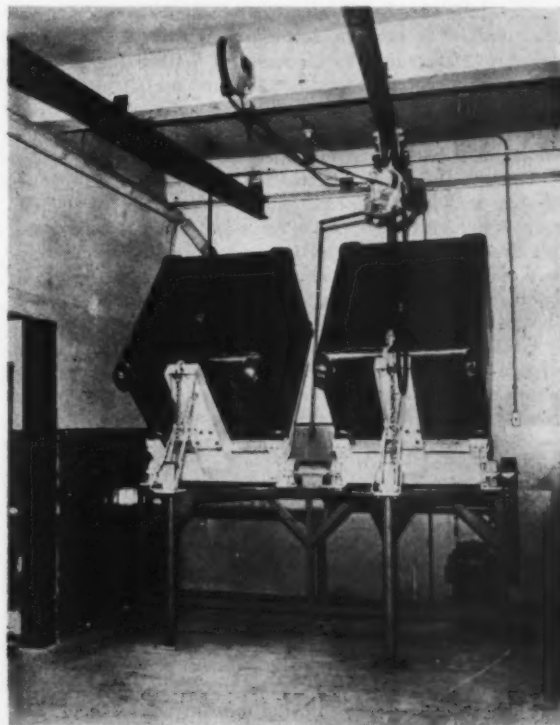
Suspended overhead is a mono-rail in horseshoe shape, supporting a half-ton hoist (on trolley). The hoist is used for tilting either of the bins. Powering the performance is a two-horse-power, gear-head motor situated at the base of the bins. It drives sugar thru sprockets at alternate ends and into a centerpiece for spillage into a pipe capped with a screw-wheel.

Push Button Control

From this point, sugar flow is controlled by push-button operations. Either it is forced directly into sugar pan trays on the fourth floor, or it is fed down a chute to the third floor. Although bulk bins elsewhere are operated on principles of gravity feed, Imperial preferred the screw wheel method for dual functions.

Travelling at the rate of 100 pounds-a-minute via the chute, the sugar pours into a 300-pound hopper on the overhead rail to serve one of four copper kettles. Hopper content is pre-determined by a Toledo scales which, once set, allows only a specified weight falling at push-button command.

The hopper conveys sugar to a kettle, measuring 200



The gearhead motor (lower right) forces sugar thru sprockets on alternate sides of upper center pipe for discharge into a center piece spilling into a lower pipe. Sugar is fed by a screw wheel into either pan trays of a chute to the third floor or the plant.

pounds in capacity where, in a four or five minute interval, it is liquefied and discharged slowly thru a 200-foot coil. The coil allows it, finally, to drop into a vacuum cooker.

The cooker has a capacity of 2500 pounds an hour, requiring that sugar be fed steadily from the bulk bins into liquifying kettles.

As a 100-pound batch is pulled, following a six to 10-minute session in the cooker, the hopper disgorges a new load of sugar so that units operate almost continuously.

Asked as to installation costs, Mr. Bettes said they were unusually low. Included were the support rail, a gear head motor, Toledo scales and the all-important push-buttons. Great flexibility of the bins enabled the firm to put the complete system into operation within a week's time.

Some of the savings pointed out were reduced spillage on floors and uniforms which, when sacks were used, meant added cleaning expense and accelerated cleanup time with corresponding increase in sanitation and safety measures.

Sugar Losses Cut

Losses from rips, snags and tears in sacks, moisture and smoke damages, and transportation losses have been greatly curtailed. The problem of lifting, moving, and storing sugar has been reduced as the bins can be stacked on top of each other and stored. Less delicate to handle than sacks, bins require less warehouse space on comparable hundredweights.

The new method, according to Mr. Bettes, is easier to use. Push buttons do the work formerly required by muscles and measure. Likewise, interference of a man dumping sugar sacks no longer impedes candy workers in cooking areas.

Revolutionary as they are, the sugar bins constitute but one of Imperial's several modernization measures taken to perpetuate its leadership. Within the past two years, a starch drier and conditioner for sifting, purifying, and dehydrating starch every time it is used in casting work has been added. Also, the latest type of vacuum cooker and two starch machines were acquired.

One of the more successful innovations has been a change in wrap. Approximately 60 per cent of its pack now is put up in cellophane bags and sold at prices ranging from 10, 19, 29 and up-cent prices for pound and two-pound quantities. The firm now is considering introduction of three-pound measures to meet heavy holiday demands.

Greater visibility of product has been a big point-of-sale factor so that the firm specializes in attractive wraps. Colors of label imprint vary with content; all labels, itemizing weight, price and ingredients, have met with wide public acceptance.

Special Holiday Packages

Special designs conform to holiday seasons such as Halloween, Valentine and Easter. Biggest all-around seller is the 29-center, preferred for families. Another long-time champion, despite regular introduction of novelty items, is rock pebble candy which bears a striking appearance to gravel.

About 300 employees, operating on a six-day week, keep Imperial's candy flowing into regular trade channels. Five Western states are served by 26 salesmen. In addition, the firm has jobbing connections in Hawaii and the Philippine Islands. Founded in 1906 by Samuel D. McKinstry and the late Chester E. Roberts, the original

NEXT MONTH:

The MANUFACTURING CONFECTIONER will present an article on packaging at Loft's as its regular once-an-issue packaging feature. For some time, the editors of this periodical have been seeking an article on eliminating the odor present in some packaging materials. Read how Loft's has overcome this problem. Also included in the article is the interesting story of the packaging department at Loft's, one of the largest in the industry.

two-room factory has grown into a huge enterprise steering its course according to the times.

The Gibson Girl, during her reign, was adapted to Imperial boxtops and products were renamed "Societe," a name still retained on the firm's products. Coincident with Clara Bow's popularity, Imperial brought out the "It" bar. During the war, about 2 million pounds yearly was supplied to the armed forces. Simultaneously, the one thousand items was reduced to 100, a figure still maintained.

Present day emphasis is on quality control and packaging. The public wants to see before it seizes, which is why Societe's richly-made candies continue in popularity.

Conventions -- Meetings

- Sept. 26-Oct. 7—Candy Show, "Little Gallery," Gimbel Bros. department store, Philadelphia, Penna.
- Sept. 27—AACT dinner meeting, Drexel Institute of Technology, Philadelphia, Penna.
- Oct. 1—National Egg Products Association, Semi-annual Meeting, Hotel Sherman, Chicago.
- Oct. 10—25th Anniversary Dinner, New York Cocoa Exchange, dinner for members, Waldorf-Astoria Hotel.
- Oct. 16-17—Boston Conference on Distribution, 22nd annual meeting, Hotel Statler, Boston.
- Oct. 16-20—38th National Safety Congress and Exposition, Stevens, Morrison, Congress, and LaSalle Hotels, Chicago, Ill.
- Oct. 21—"Sweetest Day."
- Oct. 23-25—12th Annual Forum, Packaging Institute, Hotel Commodore, New York City.
- Oct. 23-27—National Business Show, Grand Central Palace, New York City.
- Oct. 22-31—National Popcorn Week.
- Oct. 25-27—Sixth Annual Convention and Exposition, Popcorn Industries, Hotel Stevens, Chicago.
- Oct. 28—"Harvest Festival," Great Plains Candy Club, Paxton Hotel Omaha, Neb.
- Nov. 2—Instrument Society of America, Philadelphia section, symposium "Industrial Waste Disposal," Hotel Bellevue-Stratford, Philadelphia.
- Nov. 12-15—National Automatic Merchandising Association, annual convention and exhibit, Palmer House, Chicago.
- Dec. 7-9—Western Confectionery Salesmen's Association, Convention, Congress Hotel, Chicago.
- Jan. 15-18—2nd Plant Maintenance Show and Conference, Auditorium, Cleveland, Ohio.
- Jan. 21—Mid-Year Meeting, Associated Retail Confectioners, Commodore Hotel, New York City.
- Jan. 22-26—10th Heating and Ventilating Exposition, Commercial Museum, Philadelphia, Penna.
- Feb. 1951—Western Confectioners' Meeting, San Francisco.
- March 27-29—Dairy Manufacturers' Conference, University of Wisconsin, College of Agriculture, Madison, Wis.
- April 17-20, 1951—Packaging Conference, American Management Association, Auditorium, Atlantic City, N. J.
- April 26-27—Fifth Annual Production Conference, AACT, Lehigh University, Lehigh, Penna.
- June 3-6—National Confectioners' Association convention, Stevens Hotel, Chicago.
- June 7-9—National Candy Wholesalers Association Convention, Palmer House, Chicago.
- June 17—Institute of Food Technologists Meeting, New York City.



THE

Manufacturing RETAILER

'make your own, keep it fresh' was success formula for pioneers; still applicable to modern retailer

veteran candy maker gives sales-tested formulae

by JAMES E. MAYHEW

THE RETAIL candy stores have a bright future if they wish to follow along the lines the first retail candy stores did. They made their own candy and had it fresh at all times; there was never any need to worry about shop life.

If you have a well equipped candy shop you can supply your customers with their favorite sweets on very short notice.

Pioneer candy making was all in the hands of the retail manufacturer, and for a number of years, the choice candy of those days was purchased at your favorite retail candy store or chocolate shop.

Your customer had the pleasure and privilege of ordering and seeing his favorite pieces packed to suit his taste.

By this method, the candy makers were able to study the textures, flavors, and combinations, to give the consumer his choice of his favorite confection. This was the foundation of a number of large and successful candy manufacturers of today. They used choice material selected by practical candy men experienced in handling raw material and combinations in order to bring out the flavor and texture that make a sublime confection with a taste that lingers on thru the years.

It was the quality of the candy made in the pioneer days of candy making that created such a demand for the sweets of today and forced them to expand so they could fill the demand for quality candy and build factories that cover acres of floor space.

Progress Is a Hard Teacher

Progress is a hard teacher. It may compel you to buy new equipment and many special machines or change your out moded method of doing business.

If you are not in a position to meet the march of time and progress, it may be the end of a business that took years to establish. In order to keep abreast of the rapid advances of a fast growing industry, consult your trade journal. It will bring you the great work being done by the chemists, mechanical engineers, and also the production and technical men who have the experience so essential to the progress of today.

Pecan Clusters

- 4 lbs. granulated sugar
- 5 lbs. corn syrup
- $\frac{1}{2}$ lb. cocoa butter
- $\frac{1}{2}$ lb. plastic coconut
- 3 lbs. condensed milk
- 1 lb. evaporated milk

Cook to firm ball then add:

1 pint, sweet cream 20 per cent butter fat that has been heated slightly before pouring into the batch in a fine stream, add $\frac{1}{2}$ oz. salt, $\frac{1}{2}$ oz. gelatin dissolved in 1 oz. warm vanilla, cook to medium ball 242° - 240° , remove from fire for a few minutes then add 2 lbs. broken pecan pieces. Mix well, pour on oiled marble dusted with flour, then spread batch on marble between $\frac{1}{2}$ inch bars. Spread on top of the batch pecan halves enough to cover top all over. Cool, cut in square to suit and cover bottom with chocolate.

Another method of making is before the caramel batch with the nuts has set solid, cut the batch in strips 3 or 4 inches wide then roll to make a nut roll $1\frac{1}{2}$ to 2 inches in diameter, place together with wax paper between each roll. When set, slice roll in $\frac{1}{2}$ to 1 inch slices then coat bottom with chocolate.

A special method is to oil and dust flour on a marble

slab and place a few pecans in small stacks a few inches apart then deposit the hot caramel on top. When cold remove and coat bottoms with chocolate.

Assorted Caramallows Marshmallow for Caramallows

- 6 lbs. corn syrup
- 5 lbs. nulomoline
- 12 lbs. granulated sugar
- 4 lbs. water, bring to a boil and place in marshmallow beater let cool and add
- 1 lb. egg albumen, solution; 8 oz. water
- 8 oz. egg albumen
- 1 lb. gelatin solution; 8 oz. water
- 8 oz. gelatin
- 10 lbs. gum arabic solution; 5 lbs. gum arabic
- 5 lbs. water
- 1/4 oz. vanilla

Beat light and fluffy then cast in dry starch in round marshmallow mold. Dust top of marshmallow with dry starch. When dry and firm they are then ready to dip in the caramel syrup.

Caramel Syrup for Marshmallows

- 6 lbs. granulated sugar
- 6 lbs. corn syrup
- 2 lbs. nulomoline
- 1 gallon of sweet cream 20 per cent butter fat
- 2 lbs. condensed milk
- 3 lbs. evaporated milk
- 1 oz. of salt.

Cook to medium ball 242° take batch off add 2 lbs. fondant cream 80-20. Mix in well then dip marshmallows in this caramel syrup and roll in toasted coconut, ground walnuts, ground toasted almonds, sweet shredded coconut, pecan pieces, let dry and set a few hours then place in cups and assort for 1/2 or 1 pound packages.

Genesee Caramel

- 12 lbs. granulated sugar
- 5 lbs. dutch process cocoa powder
- 5 lbs. corn syrup
- 1 gallon sweet cream 22 per cent butter fat
- 1 lb. evaporated milk
- 1 lb. condensed milk
- 1/2 oz. salt

Cook in steam kettle. Keep agitator going until batch cooked to 244°. Remove batch from steam kettle to large hand kettle add 12 lbs. straight bon bon cream, 1 oz. vanilla. Mix thoroughly and pour on wooden table between bars 3/4 inch thick. Spread smooth and let stand 12 hours. Cut with knife in squares or in oblong pieces for dipping in bon bon cream or chocolate.

Clear Anise Squares

- 10 lbs. granulated sugar
- 1/4 teaspoon of cream of tartar
- 1 lb. corn syrup
- 3 lbs. water

Cook over slow fire until all crystals are dissolved. Wash down so no crystals are on side then cook over quick fire to 310°. Color deep red in kettle and add 1/2 to 1 oz. anise oil. Pour on a perfectly level marble slab that has been oiled 1/2 inch thick when cool mark both ways with a caramel cutter into 3/4 inch squares. Before it sets too hard, run a large palate knife under candy. Before its cold, break in squares and pack in air tight cans or glass jars.

processing before public sells merchandise...

Woolworth's tries dramatic merchandising



One of the Olive St., St. Louis, Woolworth store salesgirls coats bon bons which brought a large volume for the Chase Candy Co. supplied confections despite summer heat. The demand was so heavy that that dipper could not keep up. Most customers got standard factory-dipped bon bons.

★ ★ ★

A DRAMATIC display plus sampling with quality candy resulted in an unexpected volume of business for the summer as was demonstrated during May and June at F. W. Woolworth's Olive St. store in St. Louis, Missouri.

Chase candy bon bons were the subject of the promotion.

The promotion was under the direction of M. L. Walters, head of the store's candy department. Under his direction, a Woolworth sales girl was taught to dip bon bons. Chase co-operated in the plan by furnishing completed centers and material for icing—plus a stock of factory finished bon bons. With a few hours practice, the Woolworth bon bon dipper was ready to face her public.

The demonstration went on daily during the peak of the noon rush. Small bits of bon bons on toothpicks were distributed as samples. Bon bons actually dipped in the store were sold to the customers, but sales mounted too rapidly for the single girl dipper, and most buyers got standard Chase bon bons.

The Woolworth policy is not to reveal sales figures, but business was so good in the sale of bon bons that the demonstration, scheduled for one week, continued for more than three weeks. The bon bon promotion not only sold this candy item, but also increased sales for other varieties. One of the other big sellers was Chase Spice Drops shown on a plastic "Sugar Plum Tree" on an adjoining counter.

'Sweetest Day' plans underway

★ ★ ★

TWO DOZEN cities have announced participation plans for "Sweetest Day" scheduled for the 21st of this month. Merchants and manufacturers from coast to coast are making preparations for the celebration of the day.

In most cities, the "Sweetest Day celebrations will follow the successful pattern set in Cleveland, Detroit, and Dayton. In these towns, the day has been celebrated for from one to three decades with the mayors proclaiming "Sweetest Day, a day to make someone happy." The day in these towns has included the selection of the sweetest woman of the year, based on her service to the community during the preceding year; the distribution of gifts to orphans and shut-ins; and other publicity devices.

Merchants have announced intentions of tying in gift-item-advertising with "Sweetest Day," and stores will be decked with "Sweetest Day" banners and cards distributed at cost by the National Council for the Promotion of Sweetest Day. They may be secured at the council's office at 75 East Wacker Drive, Chicago 1, Ill.

The New York "Sweetest Day" committee, under the chairmanship of Herbert Tenzer, of Barton's Bonbonniere, and with Harry Lustig, of the Association of Manufacturers of Confectionery & Chocolate, as secretary, has announced plans for a teaser advertising campaign in metropolitan newspapers, the services of a full-time publicity man, and the extensive use of "Sweetest Day" display materials.

Simpson, Neill Chicago Heads

In Chicago, where S. W. Neill, of Mrs. Snyder's Candies, and Harry Simpson, of Fannie May Candies, are co-chairmen of the committee, the co-operation of the State Street Council, the Retail Merchants Association, and the leading newspapers have been obtained. A full-scale publicity program is projected. A meeting of representatives of leading Chicago retailers recently brought enthusiastic response.

Philadelphia has broadened its activity to include groups outside the confectionery industry and is proceeding with plans for an all-out promotion under Ralph Kelly, president of the Chamber of Commerce, and his Committee cohorts.

Los Angeles, which entered the Sweetest Day picture only a year ago, is putting on a vigorous promotion with Laurance See, of See's Candies, in charge, and an enterprising publicity agency stimulating local interest in the celebration.

Other cities with active committees include Birmingham, Alabama (William D. Sulzby, Birmingham Chamber of Commerce, chairman); Buffalo (Clarence H. Drescher, chairman); Cincinnati (H. J. Cahill, The John Mullane Company, chairman); Columbus (W. H. Scott, Dutch Ice Cream and Candy, Inc., chairman); Houston (W. S. Wallace, Retail Merchants Association, chairman); Jamestown, New York (J. P. Mossman, Chamber of Commerce, chairman); Kansas City, Missouri (Clive Hilgert, Russell Stover Candies, chairman); St. Louis (Gupton A. Vogt, Hess & Culbertson Jewelry Co., chairman); San Francisco (J. P. Cahn, Hodges, Pierce &

Co., chairman); and Toledo (C. O. Mootz, Mootz Candy Company, chairman).

The three "model" cities, Cleveland, Detroit and Dayton will participate wholeheartedly in the nationwide celebration. C. A. Smith is secretary of the Cleveland group, Charles H. Welch, Jr., of the Detroit activity, and Charles Wolaver of Gallagher's Drug Company, heads the Dayton promotion.

A Digest of

Technical Literature

World-wide developments and research in confectionery and food processing techniques are noted for confectionery manufacturers.

Vanilla Flavoring

To Pierre Prouvost, French Patent 940,297, granted Dec. 8, 1948, as follows:

"Mixture of 0.5 per cent vanillin plus 85 - 99.5 per cent lactose is used for flavoring."

Coconut Processing

To Elmer F. Glabe, assigned to Food Technology Inc., U. S. Patent 2,502,516, granted April 4, 1950, as follows:

"Sugar shredded coconut is impregnated with sugar by subjecting it to a vacuum and breaking the vacuum with steam. The steam and pressure melt the sugar and force it into the pores of the coconut."

Coconut Confection

To Walter F. Straub, assigned to W. F. Straub & Co., Inc., U. S. Patent 2,505,746, granted April 25, 1950, as follows:

"Liquid honey can be added to shredded coconut to act as a hygroscopic agent. Into a revolving confectioner's kettle, 200 pounds of desiccated coconut is placed, and while the kettle is rotated, 15 pounds of honey, 9 gallons of sugar syrup (approximately 58 pounds of sugar and 31 pounds of water), and $\frac{3}{4}$ pounds of salt are added. The temperature is kept at 125° F. and mixing is continued for 30-40 minutes.

"The product is discharged onto a belt conveyor and heated dry air is passed over the treated coconut to reduce the moisture content."

Protein Degradation in Stored Milk Powder

K. M. Henry, S. K. Kon, C. H. Lea, and J. D. H. Smith, proceedings of the 12th International Dairy Congress at Stockholm, Vol. 2, pp. 166-74 (1949)—"Three spray powders of 3, 5, and 7 per cent moisture were stored in air N₂, and at temperatures of 20, 28.5, and 37 degrees. The major cause of deterioration is a reaction between the free amino groups and protein and reducing sugar. The rate of reaction is largely determined by the moisture content and is dependent of O₂. The temperature coefficient is high. Loss of solubility and discoloration result from secondary changes in the sugar protein complex. There is a loss of nutritive value in air—and N₂—stored samples. This loss in high moisture samples appears due to an inactivation of lysine and in air a slightly greater loss of histidine than in N₂.

Candy Production:

Methods and

Formulas—

a big 640-page book of candy “know how”

CANDY PRODUCTION: METHODS AND FORMULAS, is a big, 640-page, extra-helpful book designed to give practical “know-how” answers to problems of candy manufacture. Walter L. Richmond, the author, is superintendent for Garrott Candy Company and for Jane Garrott Candies, Inc., of St. Paul, Minn.

In CANDY PRODUCTION: METHODS AND FORMULAS, Mr. Richmond describes fully the three basic operations for good candy manufacture: (1) Ingredients and Cooking Actions, (2) Mixing, Casting, Coating, Etc., (3) Trouble Shooting. Mr. Richmond tells *both* the reasons and the methods of operation. In addition, he provides carefully selected formulas for both the wholesale and the retail trade.

Whether you have a large plant or a small one, CANDY PRODUCTION: METHODS AND FORMULAS will prove a valuable asset to your firm. Mr. Richmond's book has 30 helpful chapters, as shown in the accompanying contents table. Its 640 pages contain 500 candy formulas and detailed production information on candies. For quick, convenient reference, a numbered list of the book's 500 formulas—grouped also under 32 main candy classifications—is provided. A comprehensive index and large diagrams showing both how to decorate Easter eggs and how to insert fruit and nuts in the centers are still additional features. Designed specifically as a production man's text, Mr. Richmond's helpful book also provides generous space alongside the formulas for notes during actual production in the candy plant.

CANDY PRODUCTION: METHODS AND FORMULAS is now ready for prompt shipment. Price is \$10. Use the handy coupon below.

BOOK ORDER

The Manufacturing Confectioner Pub. Co.
9 S. Clinton Street,
Chicago 6, Ill.

Please send me Mr. Richmond's new helpful book CANDY PRODUCTION: METHODS AND FORMULAS which contains 500 candy formulas. I am enclosing \$10.00.

Name Position

Company

Street

City Zone State M360

USE THIS ORDER FORM

.....Date

CONTENTS

Flavors and Colors (Ch. 1)	
Cream Candies (Ch. 2)	
Chocolate Covered Cast Creams (Ch. 3)	
Cordial Fruit Creams (Ch. 4)	
Direct Remelt Creams (Ch. 5)	
Hand Rolled Creams (Ch. 6)	
Plain Creams, Glazed Butter Goods, Crystallized Creams (Ch. 7)	
Cream Coated Bon Bons (Ch. 8)	
Chocolate Puddings, Chocolate Paste, French Chocolates (Ch. 9)	
Easter Candies (Ch. 10)	
Glaze and Preserved Fruits (Ch. 11)	
Coconut Candies (Ch. 12)	
Milk Products for Fudge and Caramels (Ch. 13)	
Fudge (Ch. 14)	
Caramels (Ch. 15)	
Marshmallows (Ch. 16)	
Nougat, Sea Foam (Ch. 17)	
Icing (Ch. 18)	
Jellies (Ch. 19)	
Starch Gums and Jellies (Ch. 20)	
Hard Candy (Ch. 21)	
Butter Crunch, Butter Scotch (Ch. 22)	
Taffy and Kisses (Ch. 23)	
Nut Candies (Ch. 24)	
Pop Corn (Ch. 25)	
Salted Nuts (Ch. 26)	
Egg Frappes (Ch. 27)	
Useful Information—Charts and Tables (Ch. 28)	
Trouble Shooting (Ch. 29)	
Unsatisfactory Results, Cause and Remedies (Ch. 30)	



Candy Equipment

P R E V I E W



THIS SECTION APPEARS QUARTERLY IN THE MANUFACTURING CONFECTIONER

how two engineers joined skills to pioneer in confectionery machinery

the success story of Ideal Wrapping Machine Co.

CENTURIES AGO a sugar and corn syrup confection was discovered. This was caramel candy. Today demands continue to increase in many countries throughout the world. With different manufacturers, formulae may vary. However, in keeping with steadily advancing calls for caramel by adults and youngsters of every nationality and all walks of life, improved service was necessary. The problem of greater and more sanitary supply, with vaster economy, was solved thru the invention of an automatic caramel wrapper.

The inventors were O. S. Fellows and A. E. Hopkins. Their machine first appeared on the market in 1906. This was a pioneering achievement. Ideal Wrapping Machine Company was organized in Middletown, New York.

Mr. O. B. Fellows, a son of the co-inventor, is president of Ideal. He assumed his present position upon the death of his father in 1921.

Company Growth

Originally there were 7 employees. Now 35 workers

THE MANUFACTURING CONFECTIONER presents the story of the development of one machine which shows how one product (caramels) alone has increased in volume demanding more speed in production to meet the need for quantity at a price. When caramels could no longer be hand wrapped profitably, a machine was built and has developed where it has speed and adaptability to fit the size of the product. From time to time, we will present stories of machines that have aided candy manufacturers to give consumers better candies at a reasonable price.



Shown above is one of the pioneer models of the Ideal Wrapping Machinery Co.'s caramel wrappers. Since the day of its birth early in this century, both speed and mechanical improvements have been made in the machine.

are required. The Ideal lot is approximately 207 by 144 feet. There are two red brick buildings one behind the other. The front structure, 175 by 140 feet, is two stories in height. The rear plant is a single story high and has the same frontage and depth as the first.

The first Ideal Caramel Wrapper had a capacity of 240 pieces of candy per minute. At the plant today, machines are built to take care of 450 candies in the same time. The High Speed Special model Ideal accomplishes a task that formerly took from 16 to 20 girls to do by hand-wrapping. Depending upon the dimensions of the caramel wrapped, approximately one to two and a half tons of this confection can be turned out thru the mechanism in an eight hour day.

In place of phosphorus bronze parts, the Ideal machine's evolution resulted in stainless steel sections being installed. This development made operations even more hygienic.

"Domestic demands vary the same as they do abroad," Mr. Fellows declared. "This also applies to taste. With caramel flavored candy, as with numerous other manu-

facturers, business volume has a periodic rise and decline.

"Conditions influence the candy trade in caramels, although we are in no way responsible for them. This is not at all singular since most exporters are having the same experience. I refer to negotiations with nations where there are dollar exchange shortages.

"We have exclusive distributing agreements in England, Brazil, Argentina, and Cuba. Because of financial uncertainties, business in Europe is not what it would be otherwise for the sale of our caramel wrapper apparatus. Shipments to South America are also not as heavy for the same reason. On the other hand, orders from Cuba and Central America have advanced and Ideal equipment is going to these areas regularly.

Upheavals Curb Sales

"As a matter of fact, without political and militaristic upheavals, Oriental nations would be giving our firm more business. In Asia, as in Europe and everywhere, caramel candies have long enjoyed wide popularity."

Mr. Fellows gives much credit to the advertising promotion of the National Confectioners' Association, and individual members, for improving caramel marketing.

In 1881, O. S. Fellows came to Middletown. He was from Iowa City, Ia. After studies at the state university of Iowa he decided that some opportunity would be offered to him in the field of mechanical engineering in this part of the East. He met A. E. Hopkins, also an engineer. After some early experience and employment by the Anglo-Swiss Condensed Milk Company, the men formed the firm of Fellows and Hopkins in Middletown. This was in 1902.

The progressive influences of the pioneering wrapper on the caramel marketing industry was noteworthy when candy company executives were first given the opportunity to purchase this new type of machine in 1906. Following the incorporation of the Ideal concern, five years later, orders poured in from all parts of the United States. Interest was evidenced abroad also. Regular selling to Europe, South and Central America began in earnest.

The original Ideal Wrapper took care of only one size of caramel piece. This was $\frac{3}{4}$ inches square. The variation thickness was $\frac{7}{16}$ th to $\frac{9}{16}$ th. By simple adjustments, the thickness of any piece, handled by the present day machine, may be varied from one-fourth to three-fourths of an inch. The Special Wrappers are made in five models now. This is for wrapping pieces of various sizes from $1\frac{1}{2} \times \frac{3}{4}$ inch to $\frac{3}{4} \times \frac{3}{4}$ inch.

Variable Thickness

Mr. Fellows explains that the length and breadth of the piece wrapped by any model remains fixed. However, its thickness may be varied at any time. This allows a wide range in count per pound and also the appearance of the wrapped caramel. Special machines also are made to fit needs of manufacturers.

The basic patent of the original Ideal was on the method of cutting. The essential fundamentals of this model have been retained since the first successful workings of the mechanism.

For combination cutting and wrapping, a rope of caramel material about an inch in diameter is fed by a girl thru two adjustable corrugated wheels, known as the Batch Feeder. The Batch Feeder is driven from and timed with the Caramel Wrapper. It forms a rectangular strip of caramel material and feeds this caramel material thru a chute into the circular cutter plate of the Caramel Wrapper. This cutter plate is made of stainless steel and is about 12 inches in diameter. A series of knives in

upright position are set in the periphery of the cutter plate. Spacing of these knives depends upon the size of the caramel desired. Pressure feet press the caramel material between these knives and form the individual pieces. The individual pieces of caramels are then pushed thru the knives into pockets of a wrapping wheel.

Folding Process

A roll of wrapping material, consisting of either waxed paper, wax-backed foil, or cellophane is stationed underneath the cutter plate on a spindle. A wrapping material feeding mechanism is situated above the roll, and a strip of this material is drawn thru this feeding mechanism and thru a set of paper shears. These shears cut the wrapping material into the correct length. The wrapping material is then fed in front of the pockets of the wrapping wheel, and the individual pieces of caramel are pushed against this wrapping material and into the pockets of the wrapping machine.

This wrapping wheel revolves intermittently, and the wrapping operations take place at various stations. At the first station, a pair of rotary brushes fold one side of the paper around the caramel. The revolution of the wrapping wheel brings the other side of the paper under a shoe, which forms the second fold. In the second station, a tucker moves down, tucking the sides, and a pair of rotary fingers make one of the end-folds.

The other end-fold is formed when the wrapping wheel revolves and carries the caramel and wrapping material under side shoes.

The caramel, which is now completely wrapped, is pushed out of the pockets of the wrapping wheel into a discharge box. At this time, a pair of final-fold fingers close and bring the points of the wrapping material against the face of the caramel. The discharge box turns out the folds.

A strip of wrapped caramels are discharged onto a feeding table, where they are packed.

In instances where cellophane is employed, electrically heated metal shoes are employed to iron out and heat seal the cellophane.

Two girls are required to operate the machine, one to feed the caramel strip into the machine and one to pack the wrapped caramels.

Each machine is furnished with a $\frac{3}{4}$ H.P. motor of required voltage.

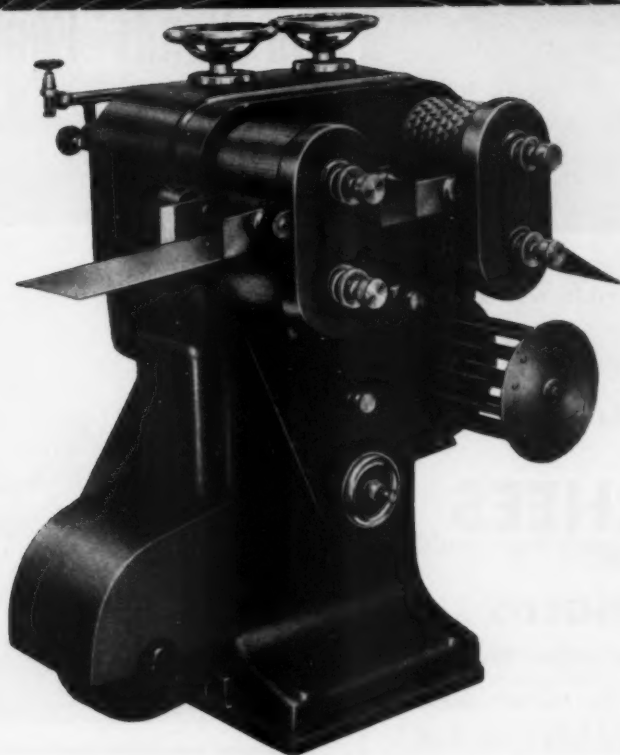
In addition to caramels, nougat, pulled goods, butter-scotch, and toffee can be wrapped on the machines.

Many Applications

Floor space with tables is approximately eight by ten feet. Feeding tables are around 66 inches long and 25 inches wide. Packing tables are about 48 inches long and 30 inches wide. Net weight of the Special High Speed Ideal is approximately 1,275 pounds, less tables. Shipping weight, less tables, is approximately 1,800 pounds. On export shipments, feeding and packing tables are not furnished. Nevertheless, customers are provided with drawings so that they may construct their own tables.

The Ideal Senior Caramel Wrapper is also manufactured by the Ideal Wrapping Machine Company, and this is an accommodation for concerns that do not have an output that only the High Speed Special Ideal handles. The Senior will cut and fold-wrap from 500 to 1,000 pounds of material in an eight hour day.

Similar to the High Speed Special IDEAL in appearance, operation, and adjustment is the Ideal Belt Feed Wrapper. This machine is designed for wrapping individual pieces of candy, sugar, bouillon cubes, or similar items at speeds up to 250 pieces a minute. A feed belt is used in place of the cutting mechanism.



HARD CANDY ROLLER "CC"

Forming and prisizer rolls water cooled

Roll Dimensions: 5, 29/32" x 5, 29/32"

Varied sizes and shapes of products obtained by replacing bronze sleeves

Accuracy adjustment of pressure easily controlled by hand wheels. Micro-matic adjustment

Drive of cooling conveyor chain synchronized with the machine speed

Equipped with cooling belt conveyor and automatic drum sifter

Easy to clean and lubricate

Strong construction



S.A. **CARLE**

&

MONTANARI

MILANO - ITALY

NEW YORK Office: 6 West 77th Street, Schuyler 4-1305



*Simplify Operations and
Insure Greater Perfection
in Your Xmas Candies!*

VOORHEES

RUBBER

CANDY MOLDS

Saves Time—Eliminates Waste

Made of the purest live rubber, these molds are odorless and insure freedom from dust. They control moisture, and yield a better finished product.

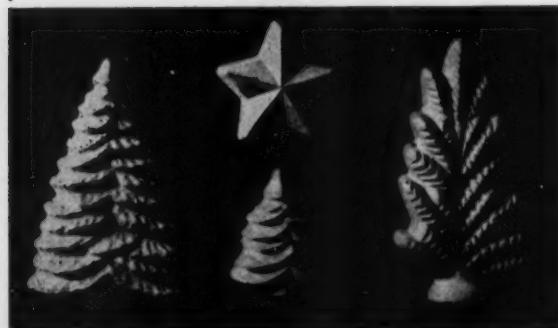
Voorhees Molds are manufactured in all standard patterns or your own patterns and brand markings will be made to your order.

*If your jobber cannot supply you,
write for Folder M10*

VOORHEES

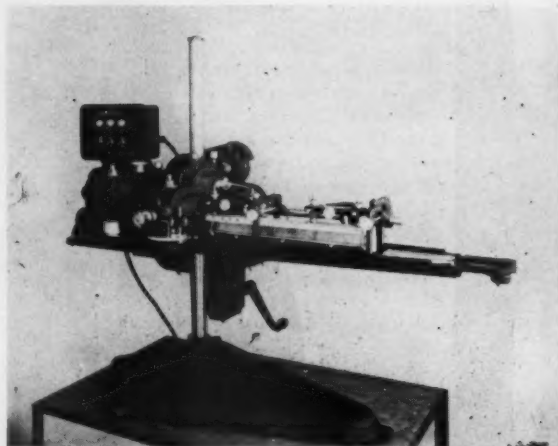
RUBBER MFG. CO., INC.

151 East 50th St. • New York 22, N. Y.



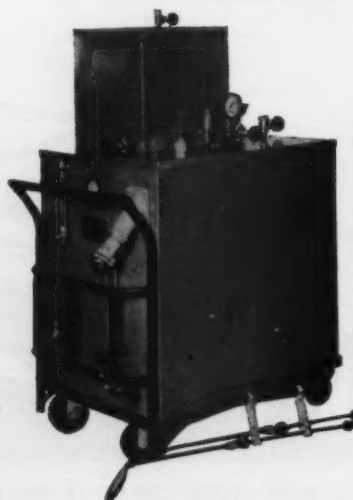
What's New in Candy Equipment

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 9 S. Clinton St., Chicago 6, Ill.



High speed heat sealing of polyethylene, ploffilm and other plastic material bags which seal by weld is now accomplished with a newly-developed rotary sealing machine. The use of special sealing devices eliminates sticking of bag material to rollers. Pressure is varied automatically with materials of varying thicknesses.
Code M10A50

The development of a drum sling enables a single workman with a chain hoist to replenish hoppers of molding and tabletting presses for drums holding up to 300 pounds of material. Drums of 16" to 24½" in diameter and 24" to 36" in height can be accommodated. The sling is reported to reduce material losses and minimize dust problems. Code M10B50.



A newly-developed steam-jet cleaner reportedly combines convenience with efficiency. The machine utilizes dry, high-pressure steam generated in a boiler with solid metal electrodes. There are no motors, pumps or moving parts to wear; nor coils nor tubes to scale. The cleaner has a device to use detergents with the steam. Code M10C50.

AT

- OV
- IN
- HI
- EC
- LO

Prod

Push but
grouping

Precision-
trols exact

Stainless s
heights o
without l

Direct me
goods and
able as to

Stainless s
out as ea
clearance



New
CONTINUOUS

600 to 25
finest, cle
hard can
assures t
Results
texture.

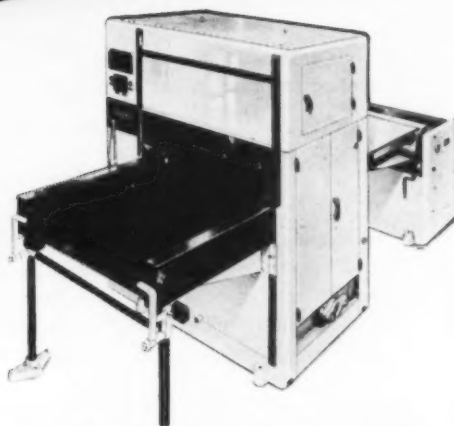
NA

Absolute Dependability

- OVERALL PERFORMANCE
- INCREASED PRODUCTION
- HIGHER QUALITY GOODS
- ECONOMY OF OPERATION
- LONGER LIFE



New NATIONAL "cleanlined" SANITARY HIGH GLOSS Enrober



Produces highest gloss chocolate coating at lowest production cost.

Push button controls conveniently arranged on one panel board grouping.

Precision-built wire belt Shaker is adjustable during operation. Controls exact thickness of coating.

Stainless steel Flow Pan raises and lowers easily to adjust for different heights of goods being coated. Can be lifted from chamber instantly without loosening.

Direct motor driven air distributor blower assures even air flow on goods and removes excess chocolate coating. Blower nozzle is adjustable as to angle and amount of air required.

Stainless steel wire belt carriage thermostatically heat controlled. Rolls out as easily as a desk drawer and uncovers chocolate tank. Spacious clearance into tank and agitator facilitates cleaning.

• Pumps and tempering column scrapers can be quickly and easily disassembled.

• Latest type, heavy-duty motors and variable speed drives.

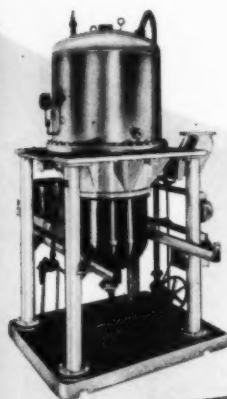
• All parts accessible. Large doors open directly to hidden valves, gauge and pump.

• Large size tempering column gives double capacity tempering surface. Magnetic valves automatically control desired chocolate temperature within 1° F. Variable speed controls flow of chocolate of various viscosities.

• Cleaning process is simpler and faster and sanitary standards are higher than any other coater on the market today. New patented wire belt assembly is removable leaving tank accessible for cleaning.

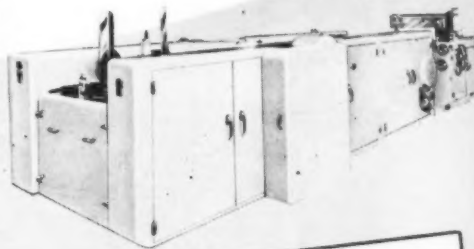
National equipment's earning power comes from its high quality construction and proven performance record. These two essentials—high quality and absolute dependability—make National Equipment the best investment you can make for your plant. Our advanced engineering has shaved off dollars of maintenance waste, stepped up labor economy and made record production performances commonplace in plants all over the world.

When earning power is compared, the advantages of an investment in National Equipment becomes obvious. Discover this for yourself.



New NATIONAL HIGH SPEED HI-GLOSS CONTINUOUS HARD CANDY VACUUM COOKER

600 to 2500 lbs. hourly production of the finest, clearest, driest and glossiest quality hard candy. Extra large coil cooking area assures the use of a lower steam pressure. Results in hard candy with a smoother texture. Steam usage is cut to a fraction.



Place Your Order Now

Be Assured of Earliest Possible Delivery

Orders Will Be Filled Consecutively

Full Details and Quotations Await Your Inquiry

WRITE TODAY OR WIRE COLLECT

ALL NEW • ALL-STEEL • HEAVY DUTY NATIONAL MOGUL MODEL M-100

Precision built to the highest engineering standards. Operates at higher speeds, smoothly and with better quality moulding. National's Mogul is streamlined and heavy-duty built and its greatest superiority lies in its AMAZING PERFORMANCE.

NATIONAL EQUIPMENT CORPORATION

153-157 CROSBY STREET

NEW YORK 12. N. Y.

First among Candy Manufacturers who want only the *Best in Belts!*

Thank you, Mr. Candy Manufacturer

Your enthusiastic acceptance of BURRELL Plasticoat Cooling Tunnel Belting and Plaques has been most gratifying.

BURRELL engineers are constantly working to improve our products to give you the best in belts.

July saw the birth of another BURRELL Star on the horizon—

A Plasticoat Cooling Tunnel Belt of single texture construction having the tensile strength of a double texture cooling tunnel belt. This, added to our heavy duty cooling tunnel belts and our very thin, smooth surface Plasticoat Plaques, will enable us to supply you with the most complete line of cooling tunnel belting in the world.

If It's Belting, We Have It

BURRELL

BELTING CO.



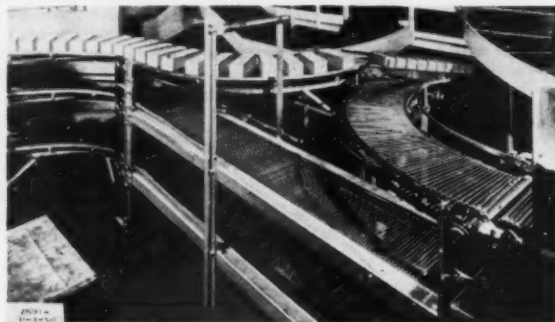
7501 NORTH ST. LOUIS AVE., SKOKIE, ILLINOIS

12 BURRELL STARS

- ★ Plasticoat Cooling Tunnel Belting and Plaques—Single Texture, Heavy Duty or Very Thin Thin-tex Plaques
- ★ Crack-less Glazed Enrober Belting
- ★ White Glazed Enrober Belting Double Texture—Single Texture; Double Coated; Thin-tex
- ★ Caramel Cutter Boards and Belts
- ★ Bottomer Belts (Endless—Treated and untreated)
- ★ Feed Belts (Endless—treated and Untreated)
- ★ Packing Table Belting (Treated and Untreated)
- ★ Innerwoven Conveyor Belting
- ★ Batch Roller Belts (Patented)
- ★ Wire Belting
- ★ Vee Belts
- ★ Hose (Air; Water; Steam; Oil; Creamery)



A new coating pan is now available for coating tablets, pills, and candy products. The stand is totally enclosed so that all moving parts are protected from foreign bodies. The motor is ventilated to prevent overheating. Shaft is strongly supported and designed to work under full loads of pans of 42 inches or more in diameter. Code M10D50



A new system of handling packing boxes has been recently released to the market. This selective delivery conveyor system is designed to expedite the handling of boxes thru a plant and eliminates much of the back breaking labor formerly associated with package handling. Code M10H50.

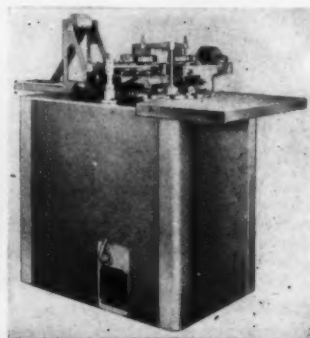
STANcase
STAINLESS STEEL
EQUIPMENT

MODEL
No. 18
Inside
Dimensions
Length—43½"
Width—22½"
Depth—16"

Sanitary
STAINLESS STEEL TRUCKS
FOR FONDANT CREAM &c.
Write for descriptive literature of this, and other models available for immediate delivery.

Manufactured by
The Standard Casing Co., Inc.
121 Spring St., New York 12, N. Y.

A new chocolate foil wrapping machine has been designed to wrap and size chocolate from ½" to 2", and of any type and shape. Only one stainless steel feeding plate is required. The plate and brush are designed for adjustability. There is a variable speed drive working from 60-120 pieces a minute. Code M10F05.

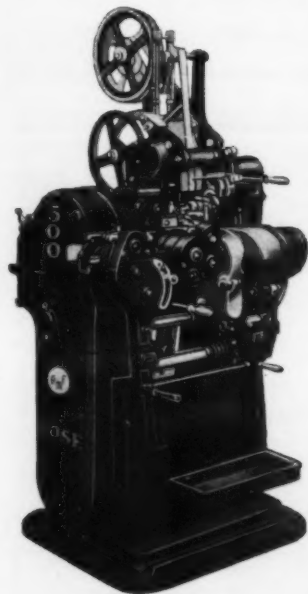


INTERCHANGEABLE 3 WAYS

HIGH-SPEED CANDY WRAPPING FOR ECONOMICAL PRODUCTION

The AMF Rose F.W.T. Machine is interchangeable three ways! You can fold-wrap or twist-wrap . . . cylindrical or rectangular pieces . . . of varying size . . . all on the same machine! The economical, practical way to individually wrap and protect your candy is with well-built, versatile AMF Rose Machines.

**AMF ROSE CANDY MACHINES ARE PROFITABLY WRAPPING CANDY
IN PLANTS THROUGHOUT THE WORLD**



**AMF ROSE ALBION
FLYER**

Type (R.A.F. 500) Toffee Cut and Twist-Wrap Machine. Forms, cuts and twist-wraps cylindrical, rectangular or square pieces. Neatly twists both ends at speeds up to 500 pieces per minute.

OTHER AMF ROSE MACHINES

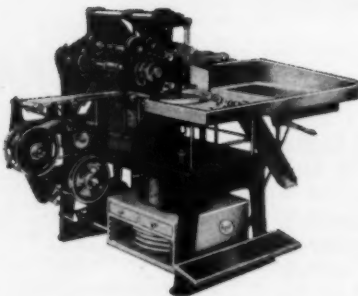
ROSE EAGLE—automatically forms, cuts, and fold-wraps caramels or other plastics. 500 pieces per minute.

ROSE TRIUMPH—automatically forms, cuts and twist-wraps fancy-centered rectangular or cylindrical-shaped pieces for hard candy, kisses, toffee and other plastics. 500 pieces per minute.

ROSE I.S.B.—fold or bunch wraps irregular-shaped preformed pieces. 130 pieces per minute.

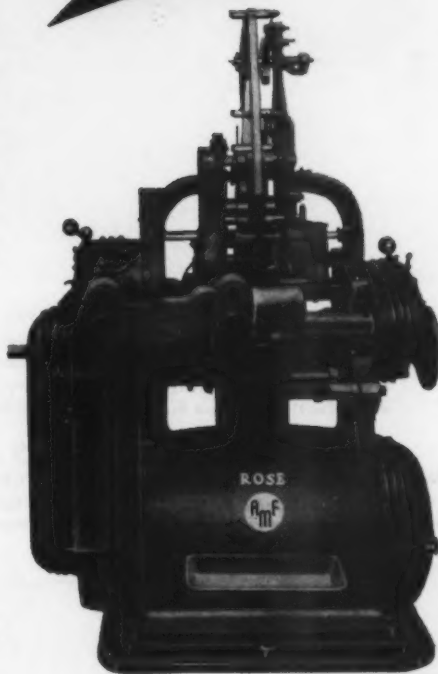
ROSE PREMIER—Twist-wraps preformed pieces of uniform size. 160 to 220 pieces per minute.

ROSE UNIQUE—Fold-wraps preformed pieces of uniform size. 100 to 160 pieces per minute.



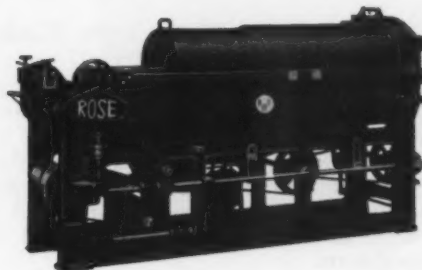
AMF ROSE I. S. T.

Twist-Wrap Machine for Irregular Shapes. Twist-wraps pieces at speeds up to 160 per minute, depending upon characteristics of candy piece.



**AMF ROSE F. W. T.
FOLD WRAP TWISTING MACHINE**

Automatically forms, cuts and twist-wraps or fold-wraps rectangular or cylindrical-shaped pieces. Interchangeable three ways. Twist-wraps 650 pieces per minute; fold-wraps 500 pieces per minute.



**AMF ROSE HORIZONTAL
AUTOMATIC BATCH ROLLER**

Spins toffee, caramel, and some types of hard candy into rope form prior to entering into wrapping machine. Used with ROSE F.W.T., Eagle, R.A.F., Triumph and others.

For data and complete specifications on AMF ROSE Candy Machines, write the Rose Candy Machinery Division, American Machine & Foundry Co., 485 Fifth Avenue, New York 17, N. Y.

NEW REVOLVING PAN

by
LATINI



- heavy gauge copper machine spun bowl
- convenient on-off switch with overload switch
- shaft mounted on self-aligning ball bearings
- stand enclosed, easily cleaned. Sanitary
- perfectly balanced for accurate operation

CHOCOLATE SPRAYING CO., INC.

2035-39 W. Grand Chicago 12, Ill.
N. Y. Rep. John Sheffman, 152 W. 42nd St., New York 18, N. Y.

An antiseptic liquid hand soap, containing new chlorinated diphenyl methane compound, hexachlorophene, to help reduce bacterial flora on the skin, has been released for the use of food handlers. The manufacturer claims this is the first soap to contain both hexachlorophene and lecithin, an emollient and skin-softener, which helps reduce certain skin irritations caused by frequent washing. Code M10E50.

A new high speed sealing machine for non-heat sealing materials has been introduced recently. The machine is a completely automatic rotary glue sealing machine capable of high speed production. The model available in both bench and floor models. Code M10G50.

Circle Code Numbers and Mail Coupon for Literature on Any Item Discussed in This Section to The Manufacturing Confectioner, 9 S. Clinton St., Chicago 6, Illinois

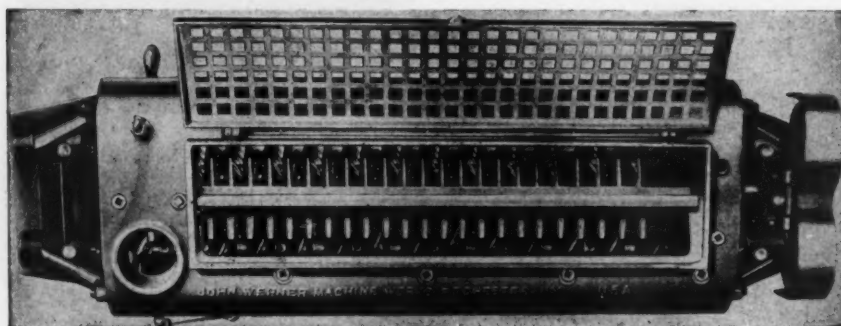
M10A50	M10B50	M10C50	M10D50
M10E50	M10F50	M10G50	M10H50

Name.....

Firm.....

Address.....

City..... Zone..... State.....



Inside view 50" Snow Flake Cream Beater, with baffles, open top and water jacket.

The Snow Flake Cream Beater is a **MUST**

The Beaters running between diagonal baffle plates assimilate all ingredients, aerating and whitening the Fondant.

Years of experience have proved and verified our claim that the Snow Flake Cream Beater is engineered to handle fondant with corn syrup better and faster, with the desired result at its maximum.

Make your next installation a Peerless Syrup Cooler and Snow Flake Cream Beater.

"When your formula" includes corn syrup!

For smooth, white fondant that is uniformly tender

Peerless Fondant Coolers:
Werner Rapid Cooker & Cooler for syrups, blends etc.
Peerless Chocolate Kettles
Fondant Re-Melters:
Marsh-Mallow Beaters, Single and Double Action
Duplex Fondant Beater and Cooler, open style for Laboratory and retail use
Little Wonder Chocolate Kettles, for Laboratory and retail use
Little Wonder Sucker Machine, operated, for Laboratory and Retail use
Depositors:
Automatic Depositors and Printers
The Boardless Automatic Depositor, printer and cleaner, without the use of starch trays

JOHN WERNER & SONS, INC.

713-729 Lake Avenue

Rochester 13, N. Y.

Carle & Montanari exhibits in Chicago

Italian firm shows machinery at First U. S. International Fair

★ ★ ★

MAKING the second of two exhibits designed to increase their coverage to the United States, Carle & Montanari showed part of their comprehensive line of confectionery machinery at the First United States International Fair, Chicago, August 7-20.

The Italian company made its debut in the American machinery field early in June of this year when they exhibited at the Grand Central Palace for visiting conventioners of the National Confectioners' Association.

But although a stranger on the American scene, Carle & Montanari is well-known elsewhere. The Milan company has representatives in most countries of the civilized world.

The firm was founded 1905 in Milan, Italy, by Enrico Carle. Mr. Montanari joined the firm shortly after but has since died.

The first machine produced was a chocolate depositor called the "Gianduia" (said as "John Dewey-ah".) At the founding, the company employed six or seven men.

First Machine a Success

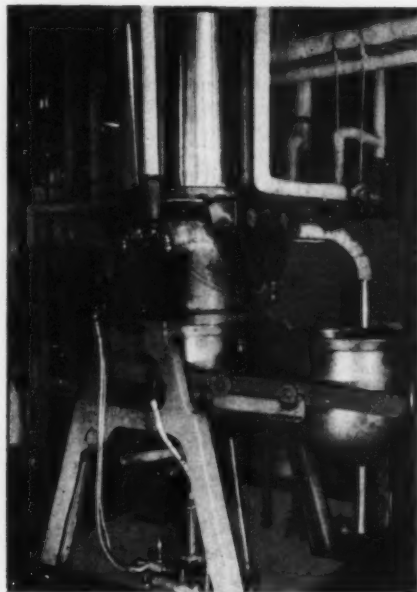
The first machine was a success, and the company



The Carle & Montanari booth at the First U. S. International Fair was the second exhibit of the Italian machinery company this year. The exhibit was at the International Amphitheatre in Chicago and showed both full and scale models of the company's machinery.

branched out to manufacture hard candy machines and chocolate refiners. According to company officials, it was the first to adopt ball bearings on the refiners.

Today, the company makes 60 or more varieties of chocolate and hard candy machines. Indeed, it manufactures most types of confectionery machinery except



Hohberger Continuous Giant Hard Candy Cooker

Produces 600 to 2,000 pounds per hour. Fine, dry, hard candy. 50 of these cookers now operate all over U. S. Thermometer on cooker provides temperature gauge permitting operator to know at all times how high candy has been cooked. Sight glasses enable operators to see condition of candy under vacuum.

Berks Hard Candy Batch Mixer

Mixes color, flavor and acid in 75 to 125 lb. batches at rate of 1,000 lbs. per hour. 10% scrap may be included. Uniformly incorporates color, flavor, and acid.



SOLE REPRESENTATIVE

JOHN SHEFFMAN

152 West 42nd Street

New York 18, N. Y.

New! Water Sealed PUMP BARS
more accurate • cleaner depositing



Available in all sizes.
Prompt delivery assured.
Write for literature on
Pump Bars, Depositors,
Stainless Steel Hoppers
and Automatic Starch
Machines.

No grooves!
No washers!
These bars of highest
quality bronze, with
stainless steel pistons
and valve slides, are
easier to clean, pump
more accurately.

MILL RIVER TOOL CO.
338 WORTHINGTON ST., SPRINGFIELD, MASS.

NOW!

MORE THAN EVER

YOU NEED

**AN INSTANT AND
CONTINUOUS
FONDANT MACHINE**

You can't beat it *for quality!*
for economy!
for efficiency!

No Obligation

. . . . Write for Information

CONFECTION MACHINE SALES CO.

37 West Van Buren St.

Chicago, Ill.

those in the wrapping and packaging fields.

The company credits craftsmanship in their machinery for their present day position. Not only has the company recently occupied a new plant in Milan, but they have started production in two other Italian towns—Acqui and Ovada. In each of these plants, manufacturing equipment is up to date and capable of full production.

During the late war, Carle & Montanari was virtually shut down. Because of invading armies from both Germany and the United States, production was at a standstill. Partly to keep occupied and partly to adhere to the policy of keeping up to date in case of eventual peacetime production, company engineers worked on the caramel machine. The results of their work are now in the machine being offered to American confectioners.

The company wasted no time. As soon as the war was over, they were ready with what is known as their "Royal Group." This group consists of five machines for the high productive, continuous operation, totally automatic manufacture of hard or hard filled candies.

Another machine ready for sale after the war was the Universal Mixing Vacuum Cooker.

Conch Ready in '44

As early as 1944, the rotary chocolate conch was ready. The company today reports that this machine cuts the time of conching one-third. There is also a saving, they say, in space and power costs.

In attendance at all the exhibits of the company's machinery, has been Cesare Mascherin (Chez'er-ay- Mahsher-in), sole representative of Carle & Montanari in the United States and Canada.

A resident of Milan, Italy, Mr. Mascherin is no stranger to Carle & Montanari or the confectionery world, including the United States.

He has been in the confectionery trade all his life and is considered a candy technologist in his own right.

One of his stays in the United States was as representative of Motta, an Italian confectionery manufacturer. He has travelled extensively thru this country and is known in confectionery circles on several levels.

An interview of Mr. Mascherin at the International Amphitheater in Chicago gave further illumination on some of the facilities Carle & Montanari is offering its American customers.

Mr. Mascherin emphasized particularly the conching machine and the machine for hard filled candies which were in the Carle & Montanari booth. He reports that there are now 1,000 of these machines in use, evidence, he said, of the reputation of the machines.

He reported further that all machines sold by the company give the purchaser two choices—he may either use motors installed by the company or have American motors substituted. He emphasized, however, that the motors installed by the company are adaptable for power conditions in the States.

Rapid Servicing

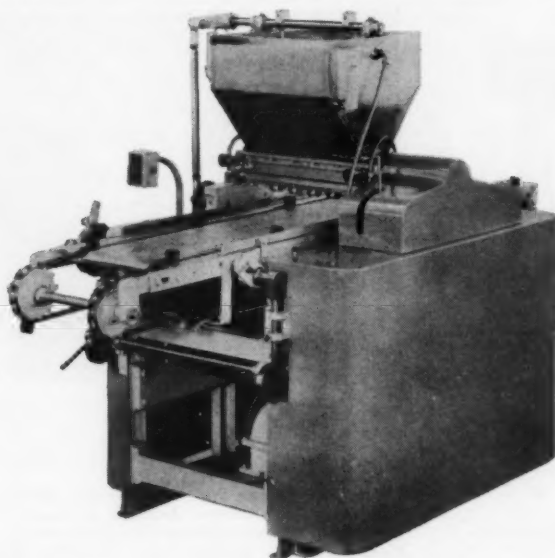
When asked about servicing of the machines, Mr. Mascherin said that a technician is flown from Italy to install the machinery. Spare parts most likely to wear are given the purchaser, and any other parts that give trouble may be had from Milan within 48 hours.

Mr. Mascherin spoke some of the advance of the company thru the years. He reported that from 1905, the founding date, the company grew until by 1914, approximately 140 men were employed. Today, the company employs 1,000 men in its three factories.

THE RACINE DEPOSITOR

FOR DEPOSITING OF ANY KIND - SIZE OR SHAPE

The
Famous
Racine
Depositor



Two
Sizes—
Senior
32"
and
Junior
16"

THIS RACINE DEPOSITOR IS PERFECT FOR BARS AND CAKES, CHOCOLATES, OR CREAMS, WITH OR WITHOUT CHOPPED NUTS OR FRUITS, ETC., CHOCOLATE STARS, KISSES, WAFERS, NONPAREILS, SMALL OR MIDGET BITS, AS WELL AS MARSHMALLOWS, GUMS, ETC. DEPOSITS CAN BE MADE IN ALL TYPES OF MOLDS, IN PAPER CUPS, OR DIRECT ON TRAYS, PLAQUES, POLISHED STEEL, OR RUBBER BELTS.

1. It handles all sizes, shapes and spacings.
2. It operates without pumps (the only Depositor which does) providing absolute uniformity to size and weight.
3. It is an INVESTMENT for PROFITS, because it saves waste, mess and troublesome operations.

It costs you nothing to get full details and further particulars. INQUIRE TODAY.

Racine Confectioners Machinery Co.

and

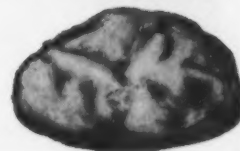
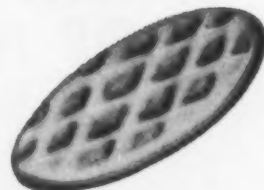
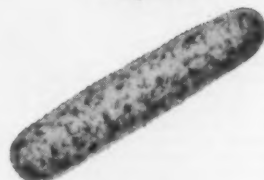
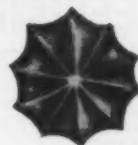
Vacuum Candy Machinery Co.

15 PARK ROW, NEW YORK 7, N. Y.

Western Office and Factory: Racine, Wis. Canadian Factory: Toronto Eastern Factory: Harrison, N. J.



SEE THIS AD

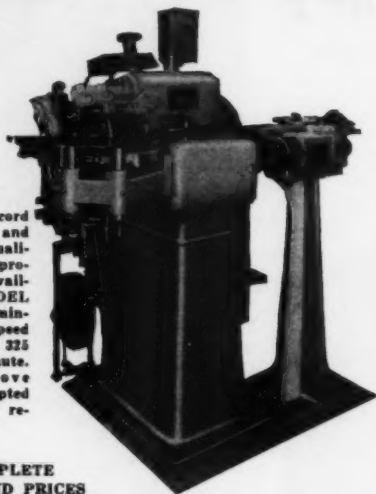


INQUIRE *Now*

IDEAL WRAPPING MACHINES

FAST-EFFICIENT-RELIABLE

CANDY manufacturers both large and small prefer IDEAL WRAPPING MACHINES because they provide the economies of fast handling along with dependable, uninterrupted operation. In use the world over, IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unequalled guarantee is your protection. Two models available: SENIOR MODEL wraps 160 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.

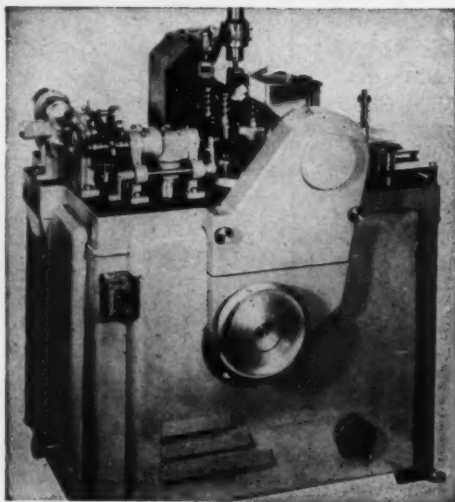


WRITE FOR COMPLETE SPECIFICATIONS AND PRICES

IDEAL WRAPPING MACHINE CO.
MIDDLETOWN, N. Y. U. S. A.

EST. 1964

LATINI *Continuous* DIE POP MACHINE



- high speed production
- controlled weight & size of pops
- interchangeable dies
- guaranteed performance
- economical operation

CHOCOLATE SPRAYING CO., INC.
2035-39 W. GRAND CHICAGO 12, ILL.
N. Y. Rep. John Sheffman, 152 W. 42nd St., New York 18, N. Y.

Confectioners' Briefs



Pictured above are the newly elected officers of the Southland Wholesale Confectioners' Association. Seated left to right: S. A. Templeton, Cosby-Templeton Co., Greenville, S. C., president; S. M. Bradley, S. G. Bradley & Sons, Nashville, Tenn., first vice president; and W. H. Striplin, Birmingham, Ala., second vice president.

• The U. S. Department of Commerce reports that wholesalers' sales and inventories were up 12 per cent in July this year over July a year ago. However, inventories and sales were off 1 per cent from June of this year and off 1 per cent for the first seven months this year as compared with the first seven months of 1949. Biggest gains were in the South Atlantic states where inventories and sales were up 23 per cent from June 1949, up 4 per cent from June of this year, and up 4 per cent in comparison with the first seven months of last year.

• The board of directors of Peter Paul, Inc., has declared a dividend of 50 cents a share payable Sept. 9, 1950 to stockholders of record August 11, 1950.

Starch Trays

- At their best!
- At lowest prices!

Masonite and Solid Wood Tongue and Grooved Glued Bottoms
Nailed—Cement Coated Drive Screws—Lock Corner and Waterproof Glued Hard and Soft Woods

also: Dipping Boards—Starch Tray Dollies
Pan Room Trays—Wire Bottom Trays
Mould Boards

And All Other Affiliated Wood Products

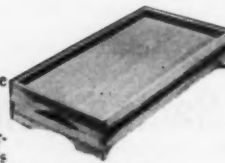
Ask for FREE Sample—and quotation

BAYWOOD MFG. CO., INC.

11-13 Sterling Pl.

Brooklyn 17, N.Y.

NE 8-9832



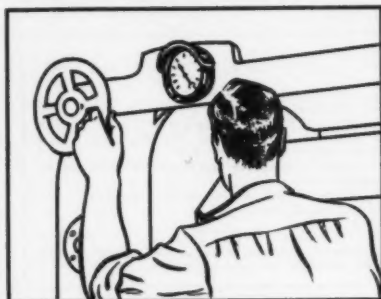
**THE
NEW**

LEHMANN CHOCOLATE REFINER

with

SIGHT-O-MATIC CONTROL

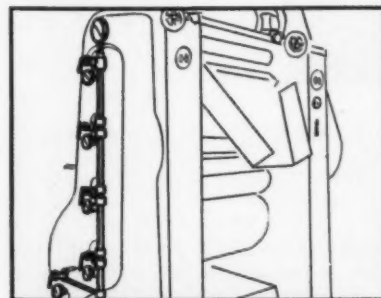
can reduce your
production costs



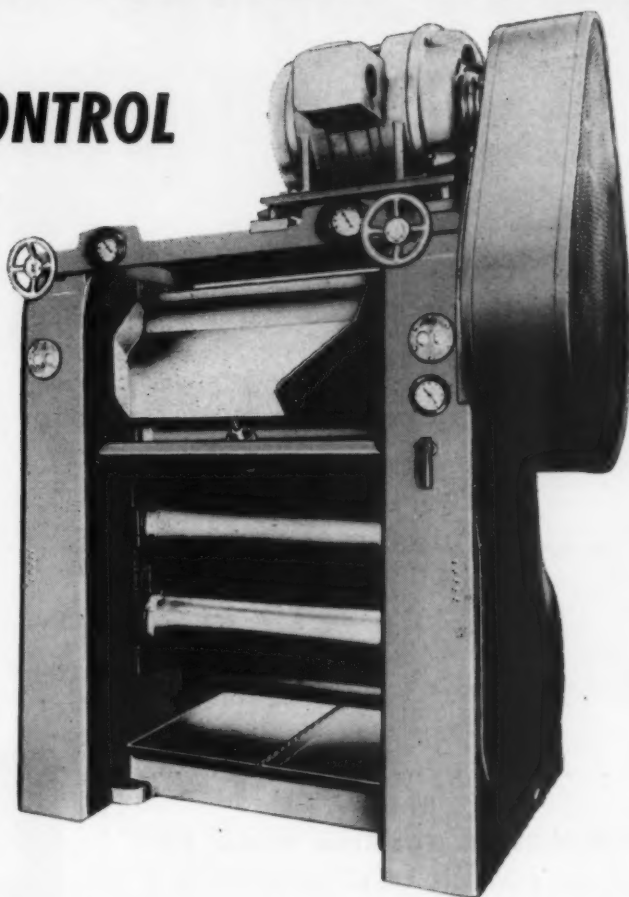
Effect of handwheel adjustment is seen instantly in the gauge.



Pneumatic Discharge Control provides means for setting knife pressure for most efficient take-off.



Dial thermometers indicate temperature of cooling water in manifold and at discharge of each roll.



The new Lehmann 651-CV Five Roll Chocolate Refiner with Sight-O-Matic Control reduces the human element in refiner operation, saves time and increases output and fineness of chocolate.

With Sight-O-Matic Control you can duplicate roll settings as fast as you can say: "I'll have the same." No extensive previous experience is necessary. You can adjust instantly to any setting specified for a given formulation. Equalization of pressure to maintain uniformity of grind along the entire face of the roll is greatly simplified.

Half of the handwheel adjustment positions are eliminated. Intermedi-

ate rolls No. 2 and No. 3 position themselves automatically as a result of adjusting the two handwheels at the top roll.

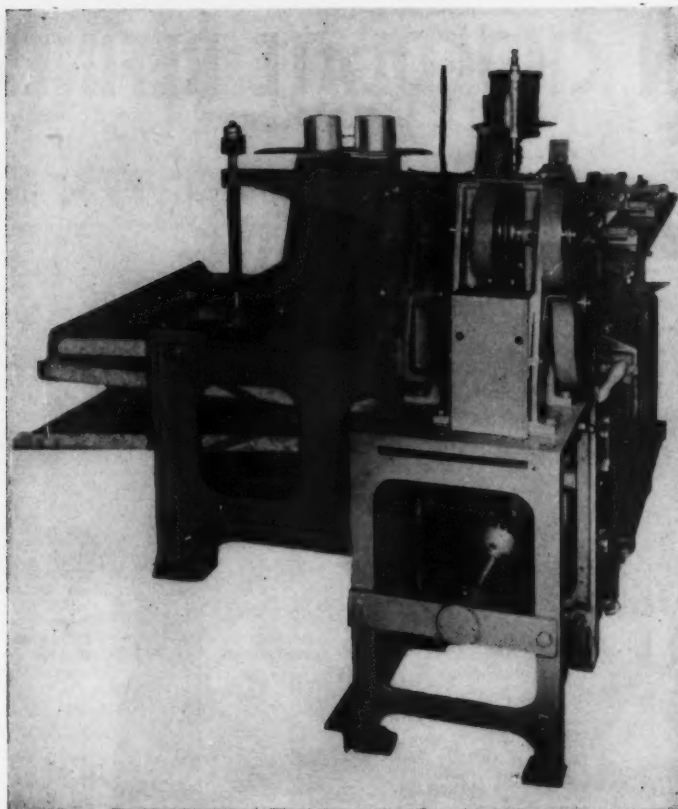
Pressure of the take-off knife is controlled through a pneumatic system, with an air gauge and regulating valve arrangement to permit accurate setting. The operator can select the optimum pressure and reset to it repetitively. A manually operated air switch controls application of the knife assembly to or its removal from the working position. This controlled pressure system prevents loss of material past the knife blade due to faulty adjustment, thus increasing production substantially.

Send for further details



J. M. LEHMANN COMPANY, Inc.

MAIN OFFICE AND FACTORY: 546 NEW YORK AVE., LYNDBURST, N. J.



Model E Automatic Hard Candy Machine

For producing spherical and Seamless shape hard candy

Balls • Kisses • Barrels • Olives

There are over 100 different shapes. For clear or pulled goods.

For hard candies that are free of fins and sharp or abrasive edges.

It makes hard candies that are smooth and easy on the mouth.

One operator spins directly to the machine. Capacity 3,000 to 10,000 pounds.

Our Model E incorporates all the developments of previous experience plus automatic self-compensating clutch which takes care of the variation in batch temperature.

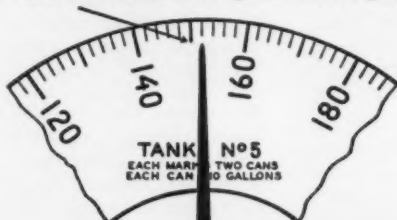
Peerless Fondant Coolers:
Werner Rapid Cooker & Cooler for syrups, blends etc.
Peerless Chocolate Kettles
Fondant Re-Melters:
Marsh-Mallow Beaters, Single and Double Action
Duplex Fondant Beater and Cooler, open type for Laboratory and retail use
Little Wonder Chocolate Kettles, for Laboratory and retail use
Little Wonder Sucker Machine, operated, for Laboratory and Retail use
Depositors:
Automatic Depositors and Printers
The Boardless Automatic Depositor, printer and cleaner, without the use of starch trays

There is no Substitute for Experience

John Werner & Sons, Inc.

713-729 Lake Ave., ROCHESTER 13, N. Y.

ELIMINATE!
YOUR TANK GAUGING PROBLEMS
with a **MILK LEVELOMETER**
P-O-I-N-T-S the way to more profits



CHECK YOUR
DELIVERIES
INVENTORY
WITHDRAWALS

LARGE GRADUATIONS
EASY TO READ
SIMPLE TO INSTALL
ZERO RESETTER

**TODAY'S MODERN SCIENTIFIC ANSWER
TO THE PROBLEM OF
KEEPING ACCURATE ACCOUNT OF MILK
DELIVERED TO YOUR PLANT**

FOR PRICES AND COMPLETE INFORMATION, WRITE OR PHONE
SALES DEPARTMENT

THE LIQUIDOMETER CORP.

36-29 Skillman Avenue, Long Island City 1, New York • Phone STillwell 4-1440



John J. Tatigian, vice president of Peter Paul, Inc., and general manager of the Naugatuck plant, has returned from a two-week trip to the Philippines. He was guest of the company's nut supply firm.

• Mrs. Sarah Ann Albert, 68, vice president of Albert's Hot Fudges of Detroit, died August 26, at her home. Mrs. Albert was the wife of Frank M. Albert, founder of the firm.

• George Shamlian, president of Peter Paul, Inc., announced the start of the largest advertising campaign in the history of his company. The plan includes advertising in both trade and consumer magazines, television, radio, and newspapers. The advertising will be devoted exclusively to Mounds and Almond Joy.

• Hoben Candy Co., newly organized by H. H. Hoben, formerly of Mars, Inc., has named Claude R. Miller, also from Mars, Inc., as chairman of the board. Principal stockholders are Mr. Hoben and Mr. Miller.

• **Giles William Milbourne**, 82, veteran, second-generation candy maker, died in Washington State early in September. Mr. Milbourne learned the trade from his father and practiced it himself for about 65 years. He has worked for such firms as S. Kann Sons, Fannie May Candy Co., and for Jordan Candies. He operated a store of his own during Theodore Roosevelt's administration called the Virginia May Candy store.

• **The Candy Production Club of Chicago** held its first meeting of the year this month at the Furniture Club. C. L. Brandenburg, Nutrine Candy Co., program chairman, gave a synopsis of meetings to come as follows: October—Past Presidents' night; November—football movies with an interesting narrator; and the December meeting will be the traditional Candy Production Club Christmas Party for wives and guests. Herb Knechtel of Marshall Field's was voted in as a regular member; thus filling the membership quota of the club.

• **Bunte Bros.** announced that Richard H. Reinhard had been appointed Southeastern Division sales manager for the company. The announcement was made the middle of August. Mr. Reinhard has been in the candy business since the middle '20's.

• **Peter Cailler Kohler Swiss Chocolate Co., Inc.**, division of Lamont, Corliss & Co., is building an 80,000 square foot addition to its plant at Fulton, N. Y. The new structure will be completed this fall.

• **The J. G. McDonald Chocolate Co.** of Salt Lake City has started construction on their \$200,000 plant. The new plant will employ 130 people and completion is expected by October of this year.

• **Two more Canadian cities** announce that candy bars are selling at seven cents. The cities are Montreal and Toronto. The manufacturers say that the size of the bar remains unchanged.

• **George Carnevari**, 70, New York district salesman for Planter's Nut and Chocolate Co., died in Pinebush, N. Y. while on vacation.

• **Barton's Bonbonniere, Inc.**, opened their 34th retail outlet in New York City the middle of August. Other units are due to open soon in the Greater New York area.

• **The Surprise Candy Co.**, of New York was offered a building site in Healdsburg, Calif., by the chamber of commerce there when it was noised about that the company was seeking to locate on the West Coast. They were offered the site of the old Roma Wine factory. The Surprise Candy Co. would employ 75 women and 25 men.

• **The Rittenhouse Candy Co.**, of Kansas City, Kan., has been sold to Clemen's Photographed Flower Shops. The new company will manufacture confection for distribution thru Missouri and Kansas.

• **The William Wrigley, Jr.; Co.**, declared a special dividend of one dollar on capital stock payable Oct. 2.

for October, 1950

DETECTO SCALES

There's a precision-accurate Detecto Scale for your specific weighing and counting need. The Detecto helps increase production, yet assures you maximum accuracy by making slightest weight discrepancies immediately visible.

DETECTO-GRAM HEAVY DUTY SCALE

To speed up heavy duty weighing operations, Detecto-Gram Scale Model #1744 insures against overweight losses. Shows weighing error promptly. Famous for hair-line accuracy. Write for literature



DETECTO • SCALES • INC.

MAKERS OF FINE SCALES SINCE 1900
540C PARK AVE. • BROOKLYN 5, N. Y.

SCALE ENGINEERS IN ALL PRINCIPAL CITIES

How To Cut CLEANING



Costs Told in Free Folder

HERE, in this fact-filled folder, you'll find sound suggestions you can put to work right away for reducing your plant and equipment sanitation costs. Real help on saving money in removing caramel from copper cooking kettles; descaling and desliming cooling and water-circulating units; cleaning floors, large equipment; sanitizing handling and processing units.

As the first step in setting up a completely effective, low-cost cleaning and sanitation program—to protect purity and flavor of your product, send for a copy of this **FREE** folder today. Oakite Products, Inc., 36C Thames Street, New York 6, N.Y.

SPECIALIZED INDUSTRIAL CLEANING
OAKITE
MATERIALS • METHODS • SERVICE

Technical Service Representatives in Principal Cities of U.S. & Canada

Presenting the
SAVAGE STANDARD REVOLVING PAN
featuring **TOTALLY ENCLOSED STAND**
STREAMLINED • SANITARY • SILENT



The Savage Standard Revolving Pan now available with fabricated steel stand totally enclosing slow speed motor, roller chain drive and precision roller bearings. The pan can be supplied made of heavy copper, **hammered for extreme hardness**, either plain or with bumped-in ribs as illustrated. Stainless steel pans are also available in 38" size only, plain or with bumped-in ribs.

- Fabricated steel stand with only pan spider and pan itself exposed.
- Pan pitched for correct angle of revolution at maximum capacity—test load 300 lbs.
- Motor mounted on adjustable base for chain take up, if necessary.
- Electric switch located conveniently for operator.
- Easy access to motor and drive by means of large side door—no bolts or nuts to remove.
- Heavy duty precision roller bearings furnished for minimum power.
- Direct motor drive only. • Standard size 38" diameter, 33" deep, 24½" diameter opening.

Savage Standard Revolving Pans are the best for producing cream almonds, cream filberts, Boston baked beans, chocolate covered nuts, jelly beans, cinnamon imperials; also suitable for sugar coating or sanding work, toasting cocoanut and burnt peanuts and almonds. The plain pan fitted with burner or equipped with steam coil is commonly referred to as a grossing pan and the plain pan with ribs as a polishing pan.

INQUIRE ABOUT LABORATORY MODEL REVOLVING PAN FOR EXPERIMENTAL BATCHES

SAVAGE BROS. CO.

M. A. SAVAGE, President
 2638 Gladys Avenue

R. J. SAVAGE JR., Vice-President
 Chicago 12, Illinois



Since 1855

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

10c - 15c - 25c Packages



Code 10A50
Chocolate Panned Buttons
7 Ozs. for 27 cents

(Purchased at a Chicago chain drug store)

Appearance of package: Good.

Size: Good.

Container: Printed Cellulose bag in brown and white.

Buttons:

Colors: Good.

Panning: Good.

Texture: Good.

Center: Good.

Taste: Good.

Remarks: A good eating chocolate piece.

Container: Folding box printed in green and white. Cellulose window.

Wafers: Lemon, Orange, Peppermint, and Wintergreen.

Colors: Good.

Texture: Good.

Gloss: Good.

Flavors: Very Good.

Remarks: The best package of this kind we have examined this year. Flavors are exceptionally good. We seldom get samples with this grade of flavors.

Code 10D50
Marshmallow Fudge
1 3/4 ozs. for 5 cents

(Purchased in a Boston drug store)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine printed in orange, blue, and purple.

Bar: Two round patties on a board boat.

Coating: Dark, good.

Center:

Fudge: Good.

Code 10B50
Chocolate Mint Wafers
2 3/16 oz. for 10 cents

(Purchased in a Chicago chain drug store)

Appearance of Package: Good.

Size: Good.

Container: Folding boat used. Cellulose wrapper. Printed in brown, green, and white. Neat and attractive package.

Mints:

Color: Good.

Panning: Very good.

Finish: Good.

Center: Good.

Texture: Good.

Remarks: A very well made piece and good eating.

Code 10C50
Sugar Wafers
8 ozs. for 23 cents

(Purchased in a Chicago chain drug store)

Appearance of Package: Good.

Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages: Hard Candies

FEBRUARY—Chewy Candies: Caramels: Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.

APRIL—\$1.00 and up Chocolates: Solid Chocolate Bars

MAY—Easter Candies and Packages: Moulded Goods

JUNE—Marshmallows: Fudge

JULY—Gums: Jellies: Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—All Bar Goods: 5c Numbers

OCTOBER—Salted Nuts: 10c-15c-25c Packages

NOVEMBER—Cordial Cherries: Panned Goods: 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year: Special Packages. New Packages



Crest Laboratories



Harold Crooks, Director

Analysis of chocolate coatings and raw ingredients.

Microscopic analysis of all confectionery products for foreign matter.

Crest Laboratories
40-20 Twenty Second St.
Long Island City 1, N. Y.
Stillwell 4-4091

Marshmallow: Good.
Taste: See remarks.
Remarks: Bar had an off-taste. We think the fudge had a mouldy taste but could not find any mould in the fudge or on the coating.

Code 10E50 Lemon Drops 3½ ozs. for 10 cents

(Purchased in a Chicago drug store)

Appearance of Package: Good.

Size: Good.

Container: Folding box printed in yellow, green, red, and white. Drops are in a wax paper bag.

Drops:

Color: Good.

Sugaring: Good.

Texture: Good.

Flavor: Good.

Remarks: The best hard candy lemon drops we have examined this year.

Code 10F50 Chewing Gum ⅞ ozs. for 5 cents

(Purchased in a Boston drug store)

Appearance of Package: Good.

Note: Gum is in the shape of a flat bar and contained six different cards of Hopalong Cassidy.

Wrapper: Glassine printed in yellow, red, blue, and white. Imprint of Hopalong Cassidy.

Gum:

Color: Good.

Texture: Good.

Flavor: Good.

Remarks: A different and large looking package for chewing gum.

Code 10G50 Orange Jellies 10 ozs. for 19 cents

(Purchased in a Chicago chain drug store)

Appearance of Package: Good.

Size: Good.

Container: Folding box printed in red, brown, and blue. Cellulose window top and front side.

Jellies:

Color: Good.

Sanding: Good.

Texture: Good.

Flavor: Weak.

Remarks: A well made jelly and well packed. Suggest additional flavor be added as flavor is not strong enough.

Code 10H50 Candy Oranges 2¼ ozs. for 10 cents

(Purchased at a Chicago chain drug store)

Appearance of Package: Good.

Container: Light board crate printed in orange. Crate contained ten sugar panned round marshmallows in a candy bag.

Marshmallow: Good.

Color: Good.

Texture: Good.

It will pay you to investigate B-2455 WHEAT STARCH FOR GUM CANDIES



Clear, tender gums that melt in mouth—*yours* when you use General Mills new modified B-2455 Wheat Starch!

B-2455 is ideally suited for gum candies. Satisfied users report easy handling of the starch, increased yields up to 4%, exceptional tenderness, high clarity, longer shelf life, no sweat tendency, and smaller amounts of flavoring materials needed with B-2455. These advantages are due to B-2455's high water absorption and retention capacity, and because it has no cereal taste or odor. B-2455 Wheat Starch is highly purified and modified. It is *thin-boiling*!

For caramels, nougats—use General Mills Paygel Wheat Starch (formerly A-22). Costs less than imported root starches—gives you superior products with less trouble. Chemically modified and highly purified, Paygel is a *thick-boiling* starch produced under rigid laboratory controls.









FREE SAMPLES of Paygel and B-2455 wheat starches are available—without obligation. We invite you to write or wire—

General Mills, Inc. *Special Commodities Division*

400 2nd Ave. So.
Minneapolis 1, Minn.

208 So. LaSalle St.
Chicago 4, Ill.

Room 2701, 80 Broad St.
New York 4, N. Y.

Less time  more yield  more profit  with Swift's
 Fluff-Dried Albumen.  Its tiny particles need no soaking
 ...dissolve quick as a  ... no clumps. Only choice, spring-
 laid eggs  are used, assuring you best results  every
 time. Convenient, protected  in safe-lined fibre drums.

Order from your Swift Salesman or nearest Swift Branch



Contributes to the quality of your products



CANDY manufacturers depend on the uniform quality and fine performance of these two fine corn syrups . . . Globe and Puritose brands.

Full technical service, no obligation

A reliable source of supply for fine starches.



Globe, Cerelose, Puritose, Buffalo and Hudson River are registered trade-marks of Corn Products Refining Company, New York, N. Y.

CORN PRODUCTS REFINING COMPANY, 17 BATTERY PLACE, NEW YORK 4, N. Y.

RIBBONS
for your *Candies*

Satins • Moires • Taffeta
Gros-Grain • Rib-o-nit
Rayon and Chiffon

R. C. TAFT CO.
111 NORTH CANAL STREET
CHICAGO 6, ILLINOIS

Brokers . . .

For new candy lines, list your firm in the Confectionery Brokers' Section of **THE MANUFACTURING CONFECTIONER** and **THE CANDY BUYERS' DIRECTORY**. Low rate is only \$15 a year.

THE MANUFACTURING CONFECTIONER

9 S. Clinton St., Chicago 6, Ill.

Flavor: Fair.
Remarks: A good eating novelty at this price. Suggest a better grade of orange flavor be used.

Code 10I50 Candy Apples 6 ozs. for 23 cents

(Purchased in a Chicago chain drug store)

Appearance of Package: Good.
Size: Good.

Container: Light colored board crate printed in yellow and orange. Crate contained hard candy balls colored in red and orange. Cellulose wrapper.

Colors: Good.

Gloss: Fair.

Texture: Good.

Flavor: Fair.

Remarks: A good looking novelty. Suggest a good apple flavor be used.

Code 10J50 Coated Coconut Bar 1 3/4 ozs. for 5 cents

(Purchased at a Boston news stand)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine tube printed in brown, yellow, and blue.

Bar:

Coating: Poor.

Center:

Color: Good.

Texture: Good.

Taste: Fair.

Remarks: Coating is not up to the standard used in good five cent bars.

Code 10K50 Chocolate Mint Wafers 1 3/4 ozs. for 10 cents

(Purchased at a Boston drug store)

Appearance of Package: Good.

Size: Good.

Container: Folding box of white board, cellulose window. Printed in green.

Color: Good.

Gloss: Good.

Texture: Good.

Flavor: Good.

Remarks: The best chocolate mint wafers of this kind we have examined this year.

Code 10L50 Turkish Taffy 1 3/4 ozs. for 5 cents

(Purchased at a Boston news stand)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine wrapper printed in white, red, and blue. Imprint in colors of candy kettle.

Bar:

Colors: Good.

Texture: Good.

Taste: Good.

Remarks: A good eating Turkish taffy. Suggest an inside wrapper of wax paper as bar was badly stuck to wrapper.

IT'S THE LEVULOSE IN NULOMOLINE*



BALANCE YOUR FORMULAS with NULOMOLINE . . .

its high **LEVULOSE** content (derived from sucrose) will aid in the protection and preservation of candies that will *look well*, *"eat" well*, and *keep well*, until they are sold and consumed.

IT'S THE LEVULOSE IN NULOMOLINE . . . that retards drying, molding, and fermentation of candies during the storage, distribution and sales periods.

IT'S THE LEVULOSE IN NULOMOLINE . . . that retains and attracts moisture, preventing weight-loss of stock-pile candies, produced during slack periods and shipped prior to the holidays.

IT'S THE LEVULOSE IN NULOMOLINE . . . that protects both prestige and profits, by preventing premature drying and graining of marshmallow, jelly gums, fudge, creams, chewing candies/nougat, and coconut work.

AVOID TRANSPORTATION DELAY . . . ORDER NOW!

THE NULOMOLINE DIVISION AMERICAN MOLASSES COMPANY

Manufacturers of Nulomoline* (Standardized Invert Sugar) and Syrups

120 WALL STREET, NEW YORK 5, N. Y.

330 East N. Water St., Chicago 11, Ill.

751 Terminal St., Los Angeles 21, Calif.

NULOMOLINE, LIMITED, 1410 Stanley St., Montreal 2, Canada

*Reg. U.S. Pat. Off.

LETTERS to

MC editors

Production Problems

How many pounds of assorted chocolates (32 count to the pound) should a girl pack per hour or per eight hour day? We are strictly wholesalers, and the candy is packed and then distributed by us. We are not quite in position to purchase a wrapping machine but will eventually. For the present, would like to know just about what we can expect.

How many pound boxes should a girl wrap in an eight hour day?

How many dozen bars should a girl wrap in cellophane and pack in containers of one or two dozen five and ten cent bars?

How many pounds of assorted chocolates should a dipper do per hour (same 32 count), and how many dozens of five and ten cent bars should she be able to dip per hour? We are thinking about an enrober

but like the idea of hand-dipped chocolates on account of the quality. Our specialty at present is a ten cent Easter egg. The centers are formed by a depositor.

—Maryland

REPLY: Hand dipping—215 pounds per eight hour day; packing one pound boxes—180 boxes per eight hour day; wrapping and price seal (cellulose)—840 boxes per eight hour day; Bars, one piece on cardboard layer glassine paper wrappers—400 cartons per girl, 25 in eight hour day.

The above production is done on an incentive arrangement. Without an incentive, you can deduct at least 40 per cent of the above on each operation.

Appreciation

We have tried the formula for pralines which you so kindly sent me, and they are by far the best we have tried. We have some other fine candy recipes that we have tried but we feel that your magazine and the book on candy making will give us that extra help that we need to get started.

—Massachusetts

Vinegar Taffy

Do you have a recipe for a vinegar taffy, a chewy piece to be wrapped?

I would appreciate it very much if you would send it to me.

—Pennsylvania

By Volume:

10 oz. molasses
6 oz. sugar
1 tablespoon vinegar
1 tablespoon butter
 $\frac{1}{8}$ teaspoon soda
 $\frac{1}{8}$ teaspoon salt

Cook the molasses, sugar, and vinegar together to 270 degrees. Remove from fire. Add butter, soda, salt. Pour onto greased slab. Then pull and add a little flavor, peppermint if desired.

CODE DATING CANDY BARS

Automatic—Any Speed
5 to 10 Built-in Digits
Permits quality control and
proper stock identification

KIWI CODERS CORP.
3804-06 N. Clark St., Chicago 13, Ill.

SPEAS

APPLE PRODUCTS

the Standard of Quality
for sixty years

NUTRL-JEL

for preserves, jams,
jellies, marmalades

CONFECTO-JEL

for jellied candies

Powdered *Apple* Pectin
for CONFECTIONERS

CONCENTRATED APPLE JUICE

Plants in Apple Regions From the Atlantic to the Pacific
SPEAS COMPANY, General Offices, Kansas City 1, Missouri

For the **BEST**

in...

COCONUT OILS

(76° and Hydrogenated)

COTTONSEED OIL

PEANUT OIL

HARD FATS

Look to



**The
BEST FOODS,
Inc.**

NEW YORK CHICAGO
SAN FRANCISCO

Makers of America's

Largest-Selling Brands of Margarine and Mayonnaise

NCA Production Forum

★ ★ ★

Marshmallow Questions

QUESTION. "How can a small plant make marshmallow goods in summer without a machine drier to keep the molding starch in condition?"

ANSWER. Cushman: This can be done, and you must have a dry room. For chocolate work, you can dry your starch from 7 to 8 per cent. And that also has worked fairly well for toasted marshmallows, but when it comes to grained marshmallow, such as marshmallow peanuts or bananas, or plain white marshmallow, you must dry so that the starch does not contain more than between 6 per cent and 7 per cent moisture.

QUESTION. "What sort of method do you have so that you know when this starch gets down to 8 per cent, to tell you whether to use it or not?"

ANSWER. King: This is the way we used to do it: You take the starch stocks out of the drying room and you level off a tray, and then you grab a handful and loosen it easily, and if it retains its shape there is too much.

ANSWER. From the Floor: We do not have starch driers, and the way we do it is this: On the week ends when we don't make or produce a lot of cream goods we just put all the starch we can into a drying room at 135°, with circulation of air. We leave it over the week end.

QUESTION. "All I can say is three S's! Why do grain marshmallows shrink, sink, and shrivel?"

ANSWER. Stout: There are many possible reasons for that, any or all of which may apply. Perhaps it is too low sugar content, delaying grain, not enough gelatin, gelatin of too low bloom, gelatin which sets too slowly, too high moisture content at time of casting, casting at too high a temperature, starch too warm, the goods not allowed to set firmly enough before putting in the dry room, dry room temperatures too high, dry room humidity too high, and probably a lot of other reasons that I have not thought of. [Laughter.]

QUESTION. "What should the temperature of starch be in casting marshmallows?"

ANSWER. Alikonis: The temperature of starch is very important. There can be some variance, whether you are talking about grain marshmallow or of the real, plain marshmallow, but the temperature of your starch should be at least 90° F. You should get an initial set for your marshmallow so that it will dry properly. If your starch is hotter than that it gives a chance for some of the gelatin to break down.

QUESTION. "What should the temperature of the marshmallow be?"

ANSWER. Alikonis: The casting of the marshmallow? That can vary, actually, as to the season. If it is wintertime and things are a little colder, you can get by with a little higher temperature, but in the summertime you should be running down your marshmallow somewhere at least 123° F.

QUESTION. "What is the proper amount of water in a batch of marshmallow for casting them and pre-

venting fermentation?"

King [Interposing]: Wait a minute. In other words, how much moisture should there be in the marshmallow at the time it is cast, assuming that the starch into which it is cast is, say, 6, 7 or 8 per cent.

ANSWER. Alikonis: Regarding the amount of water in marshmallow, the thing you have to watch is fermentation. You have to have moisture and heat, and the wild yeast spores will cause fermentation. Therefore, you should come out with a marshmallow that has about 18 per cent, at most, moisture. At that moisture content your solids are high enough. Fermentation, if you have good sanitary processes, will not develop. The amount of water you have in your marshmallow depends upon your starch. If you have starch at 6 per cent you probably will get a shrinkage of 12 or 10 per cent, so you just figure that in. What you should do is find the moisture of your starch and adjust your batch for the amount of water you have in. Figure out your shrinkage so you will come out with about 18 per cent moisture in your finished piece.

Creams Discussion

QUESTION. "If a manufacturer were equipped with both a continuous vacuum cooker and one with a separate vacuum dome, what would be the best way to cook pulled cream mints? Would you prefer cooking under vacuum to open-fire work?"

ANSWER. Tehel: I would say I prefer the split-type vacuum to the open-fire cooking. You may eliminate the continuous vacuum right off. I don't know of anyone that uses the continuous vacuum cooker in making pulled cream mints. Using the dome type or drum type vacuum for after-dinner mints, of course, allows you to cook the after-dinner mints to a lower temperature and thereby helps the smoothness.

QUESTION. "In making a light nougat cream in which we use 4 pounds of albumen to a 100-pound batch, we get separation of the sirup which settles to the bottom of the drum. How can we prevent this?"

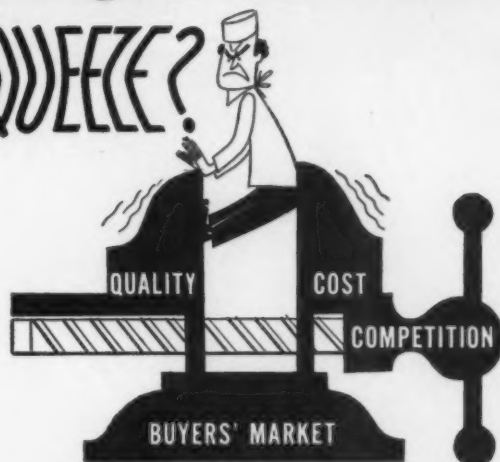
ANSWER. Gibbo: If you are making a cooked batch of nougat creme, see that it is placed in the beater before it cools under 150°. Then, while the beater is running, gradually add the dissolved albumen and beat light. The point is to have the temperature of the batch while beating higher than that of the coagulating point of the albumen solution, and, as a rule, you can produce first-class nougat creme by adding the albumen solution to the batch at temperatures as high as 175°. At this temperature, the albumen will be slowly cooked or coagulated, which reduces the probability of sirup separation.

QUESTION. "Is it better to put the albumen in the batch or put the batch in the albumen? I guess I have been making mine backwards. I have been beating my egg up and adding the batch."

ANSWER. Gibbo: You ask, would it be better to put the albumen in—in other words, to beat the egg before you put it in there? I don't think it makes a bit of difference. I think the important point is to get the egg albumen into the batch preferably at 175° or higher, so that the albumen will gradually cook and expand during the beating operation. In other words, at 145° the albumen coagulates. By putting it in at higher temperature and beating gradually I think you will take in more air and completely coagulate all the albumen. But don't beat it too long, either, because you can beat air out as well as in. That is another factor.

for October, 1950

caught in this SQUEEZE?



How Aromanilla helps confectioners solve the perplexing problem of keeping quality up and cost down can be told in the words of the confectioners themselves:

NATIONAL CANDY BAR MANUFACTURER: "As soon as the retail shelves began piling up we knew we had to increase the quality of our bar or lose business to competition. Naturally, we tested a lot of flavorings and Aromanilla filled the bill. It gives our bar the full flavoring effect of an expensive standard vanilla at a cost that approximates what we were paying for the vanillin we used before."

CHOCOLATE COATING MANUFACTURER: "We expect to save upwards of \$35,000.00 a year, now that we've changed to Aromanilla. Besides giving our coating a flavoring that's equal to, and in some cases, better than, the expensive standard vanilla we used before, we find in Aromanilla one of the most flexible flavors we've ever used. We can get anything from a delicate bouquet to a really full flavor with it. Being able to call your shots on just the right amount of flavor is a definite sales asset in meeting the flavoring requirements of candy manufacturers in different parts of the country."

MANUFACTURER OF \$3.00 PER LB. CANDY: "Our customers demand top quality for the price they pay. We have to use the best ingredients. Naturally, we are looking for ways to save money, and since our tests prove that Aromanilla can equal, and in some pieces, better the taste effect of our expensive extract, we gladly changed over to it."

Aromanilla fills the need for an economical flavoring which will withstand commercial processing and at the same time impart the full-balanced flavor of the vanilla bean to the finished product with dependable, uniform results. It does it by a special process in which the highly volatile solids of the Mexican vanilla bean—which are usually lost in food processing—are deliberately dissipated and replaced with identical but sturdier solids from other natural sources.

Why not take a tip from these successful confectioners. Order a trial supply. Test it against the finest standard vanilla you can buy. If Aromanilla doesn't do everything that's promised, ship us the unused portion collect and the full purchase price will be refunded.



Buy with
Confidence
from
FUNSTEN

Specially Selected
for Flavor and Size

PECANS *of Quality*
FOR OVER 50 YEARS

R. E. Funsten Co. 1515 Delmar, St. Louis 3, Mo.

NESTLE'S • PETER'S • RUNKEL'S
CHOCOLATE

COATINGS
LIQUORS
COCOAS
.....

LAMONT, CORLISS & CO.
60 Hudson St., New York 13, N. Y. Branches in Principal Cities

FAMOUS FOR
FLAVOR!

coffee forte
candy flavor

auto coffee cost in half...users like taste better!

coffee forte is a mellow blend of select coffees, fortified with other natural extractives which build up such a potent coffee flavor that you use less than half as much as pure coffee concentrate. Per pound, it costs only 5 percent more. Those who try it stay by it. Demand details quick!

AMERICAN FOOD LABORATORIES, Inc., 860 Atlantic Ave., Brooklyn 17, N. Y.

Hard Candies

QUESTION. "What is the best way to add citric acid and fruit flavors to all-sugar, hard candies cooked in the batch-type vacuum cooker? We want to have the hard candy as clear as possible."

ANSWER. Gibbo. As an all-sugar, vacuum-cooked, hard-candy batch containing corn sirup, I suggest that the fruit flavors or essential oils be first mixed with the citric acid crystals and that this be added to the hard-candy batch as soon as it has been turned out on the slab to cool, spreading the flavoring and coloring well over the surface of the batch, then folding it together, avoiding unnecessary kneading or mixing. If the batch is overmixed, it will take in air and appear cloudy.

There is also the possibility of adding color to the cooked batch just before the vacuum dome is placed over the cooking kettle. This will cause the color to be more evenly distributed.

There is also the possibility of mixing the citric acid and flavoring with the properly cooked and vacuumed batch just before it is poured out to cool.

QUESTION. "Is it possible to make a good hard-candy butterscotch by cooking under vacuum, and, if so, would you tell us how to do this on either the batch vacuum cooker or a standard continuous vacuum cooker?"

ANSWER. Tehel: It is possible in both instances, although I like the conventional-cooker processed butterscotch better than any of the others.

The way of making it is by preheating or precooking the butter until it is slightly brown, or eliminating the moisture out of the butter, and in this hot form putting it into the receiving kettle with a slight amount of emulsifying agent. Throw the vacuum on it and also put the batch right on the butter, thereby mixing up the butter into the sugar, using about 4 to 6 pounds of butter per 100 pounds. In fact, this method, I think, prolongs the life of the butterscotch, and eliminates oxidization to a greater length of time.

Moderator King: Do you sometimes add a little coloring to compensate for the coloring of the butter?

Mr. Tehel: Yes.

QUESTION. "Is there any contamination of the butter in the kettles by the lubricant in the receiving kettle, the grease liner they put in them?"

ANSWER. Tehel: No, there is not, especially with the so-called greasing agent mineral waxes.

Supply Field News



The Packaging Division of Lynch Corp. announced three promotions during August. F. G. Lenhart (left) was made sales engineer for the Eastern Territory. R. N. Craven (right) became sales engineer for the Mid-Eastern Territory, and Paul D. Fromer (center) succeeds Mr. Craven as service manager.

• John V. Spachner, executive vice president of Container Corp. of America, was elected chairman of the newly formed Weatherproof Box Group during an August meeting of men of the industry at the Blackstone Hotel, Chicago.

Percy C. Magnus, president of Magnus, Mabey & Reynard, Inc. has just been appointed chairman of the Essential Oils and Related Groups for the Greater New York Citizens Committee for the Hoover Report. Mr. Magnus stated that he stood for efficiency and economy in government.



• The Borden Co. has acquired the plants and business of the Sancken dairy enterprises of Augusta, Ga. Immediately, Borden assumes ownership of five dairy companies in six southern cities. The cities represented are Augusta, Macon, and Albany, Ga.; Columbia and Greenwood, S. C.; and Sparta, Ga.

• The Sylvania Division American Viscose Corp. increased the price of cellophane four cents a pound in August to be effective for delivery after Sept. 1. The increase covers the popular types of moisture-proof and non-moisture proof grades. Adjustments are being made on other grades. Material costs were given for the rise.

A FINE COATING FOR FINE CANDIES



MERCKENS CHOCOLATE COMPANY, Inc.

506-520 Seventh Street

Buffalo 1, New York

BRANCHES AND WAREHOUSE STOCKS IN

BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE

Chocolate Coatings



by *Ambrosia*
FOOD OF THE GODS

Subscribe Now To The MANUFACTURING CONFECTIONER

\$5 for 2 yrs.; \$3 for 1 yr. in U.S. and Canada
\$7 for 2 yrs.; \$4 for 1 yr. in other countries.

Every Issue a "Sugar Bin"
of Valuable Information

9 S. Clinton St.

Chicago, Ill.

☆
**TRUTASTE
FLAVORS**
☆

NEUMANN • BUSLEE & WOLFE

224 West Huron Street

Chicago 10, Illinois

George F. Atkinson was appointed general manager of the Durkee Famous Foods Division of the Glidden Co., early in August. Mr. Atkinson was formerly assistant to the president and manager of the Durkee plant and refinery in Louisville, Kentucky.



• A. E. Staley Manufacturing Co. has added two representatives to the industrial sales staff. The new men are William A. Gray in Chicago, and George A. T. Moore in the Minneapolis area.

• E. A. Van Wart, 45, chief draftsman of Package Machinery Co., died of a heart attack August 16. He had been with the company for the past 20 years.

• Chas. Pfizer & Co., world's largest producer of citric acid, announced the last of August that the price of the acid was frozen for one year. The company's guarantee not to raise prices remains effective thru August 31, 1951.

• George Lueders & Co., announced the last of August that Frederick Pfeifer was welcomed as the 44th member of the Twenty-Five Year Club. Mr. Pfeifer is connected with the traffic department of the company. He was given a luncheon at the Drug and Chemical club and received the usual gold service pin, wrist watch, and gifts from officers and employees.

Magnus, Mabey & Reynard, Inc. has been appointed New York distributor for Propylene Glycol N. F. by the Dow Chemical Co. The chemical has usage in the flavor and essential oil formulas because of its solvent, hygroscopic, wetting properties, and for its ability to inhibit mould growth. The appointment was celebrated by a dinner at New York's Gramercy Park Hotel.



for **TASTE APPEAL!**

... A trial order will convince you that
TRUTASTE APPEAL is YOUR key to repeat sales.

Zestful, Tangy, Imitation CHERRY
Full-Bodied, Rich, Imitation GRAPE
Luscious, Imitation STRAWBERRY
Tantalizing, Imitation RASPBERRY



John D. Morgan was recently appointed to the executive staff of Shuman Equipment Co. of Pittsburgh, Penna., according to an announcement by Harold F. Shumann, president of the firm. Mr. Morgan is known as a specialist in the packaging business.

• The United States Department of Agriculture reported recently that the 1950 mint crop would be one of the best and largest in history. The mint oil, which each farmer distills himself, is now commanding five dollars a pound. Yield estimates a month ago were 52 pounds an acre, but the yield now is expected to run higher. The record was in 1936 when 57 pounds to the acre was harvested.

• L. F. Haznaw of Florasynth Laboratories, Inc., has been appointed deputy district governor of the Eastern Region of Lions International. The region includes 14 Lions Clubs representing about 500 members.

• Bruce L. Durling was appointed co-ordinator of sales and research for Wm. J. Stange Co., early in September. He is the son of William Durling, president and general manager of the company.

• Lloyd H. Smith has been appointed general sales manager of the new Southwestern Division of Clinton Foods Corn Processing Division. Mr. Smith will manage sales covering Missouri, Kansas, Southern Illinois, Colorado, New Mexico, Oklahoma, Texas, Arkansas, and Northern Louisiana.

• Isaac Witkin, president of General Cocoa Co., left the middle of September to attend the International Congress of Chocolate and Cocoa Manufacturers in Lausanne, Switzerland held Sept. 18-23.

• The A. E. Staley Manufacturing Co., corn processors, announced recently that their earnings for the second quarter of 1950 were \$930,236. First quarter earnings were \$915,118. A large solvent extractor plant is nearing completion and will begin operation during the third quarter of the year.

• The British Hartford-Fairmont Syndicate, Ltd., of Great Britain said early in September that a new company had been formed in that country called "Lynch International, Ltd." The American branch of this company, Lynch Corporation of Anderson, Ind., is one of the largest manufacturers of glass forming machines in the world.

• Adolph Klein, 79, manufacturer of fancy gift candy boxes for more than 40 years, died at Mount Sinai Hospital, New York City, September 7, after a long illness. A Hungarian immigrant to this country at 19, he founded his company in 1913. He referred to himself as the "Father of Valentine's Day," as he was one of the pioneers in the promotion of candy sales for that holiday.

HUBINGER
OK BRAND
CONFECTIONERS' CORN SYRUP
THIN BOILING STARCHES
and MOULDING STARCH

Spring Water White
Absolute Purity and
Clarity... Has Snap, Sparkle

Top
Quality
for 69
Years

THE HUBINGER CO., Keokuk, Iowa Est. 1881

R & R

SPECIALTIES

YELKIN BTS, The Standardized Lecithin
Used successfully for over 20 years by confectionery and chocolate manufacturers for uniform, dependable performance.

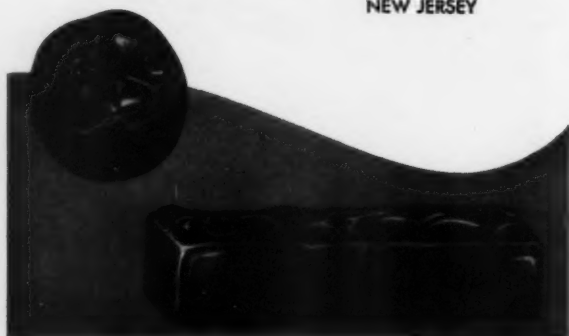
PLACTO MILK & CREAM PRODUCTS
Powdered, Plastic or Condensed—Meeting every requirement for milk in Candy and Chocolate.

FR'ES FLAVORS
Complete line for all candy use—True Fruit, Imitation Fruits and Nuts, Liquors, Vanillas, and other specialties.

ROSS & ROWE, Inc.
50 BROADWAY
NEW YORK 4, N. Y.
WRIGLEY BLDG.
CHICAGO 11, ILL.

HOOTON CHOCOLATE COATINGS

HOOTON
CHOCOLATE
COMPANY
NEWARK 7,
NEW JERSEY



**YOUR CANDY'S
PURITY**

is protected by the modern
methods and skillful handling of
its corn syrup and starch ingre-
dients at the Penick & Ford
plants and distribution centers.
Purity is a product of eternal
vigilance at P. & F.

PENICK & FORD LTD.,
INC.
420 Lexington Avenue, New York 17, N. Y.
Factory ... Cedar Rapids, Iowa

• **Bradley S. Dawes**, 53 W. Jackson Blvd., Chicago, is now representing the Universal Coupling Corp. of Pawtucket, R. I.

• **Wallace E. Coughlin**, president of Packaging Machinery Manufacturers Institute and vice president of Pneumatic Scale Corp., appointed an Industry Mobilization Planning Committee the middle of August. The committee is to be headed by George A. Mohlman, Package Machinery Co. Plans for Industry Mobilization will be presented to the 18th meeting of the Institute, Sept. 23-26, at the Homestead, Hot Springs, Va.

• **The Borden Co.** estimates their earnings for the first half of 1950 at \$9,850,000 or \$2.31 a share. This is as compared to \$10,200,000 or \$2.37 a share for the same period of 1949. Reason for the decline in the light of increased volume was a lowering of prices and the milk price war in New York City earlier in the year.

• **Richard S. Light** was appointed vice president in charge of production of Clinton Foods, Inc., according to an announcement by Charles A. Metcalf, president. Mr. Light is assuming direction of Clinton's entire corn and citrus production thruout the country.

• **The Pulva Corp.** announces appointment of two new sales representatives: Chemical Pump & Equipment Corp., covering metropolitan New York, the eastern part of New York State, and parts of New Jersey, Connecticut, and Massachusetts; Miller Sales Co., covering Northern Illinois, Wisconsin, Northwestern Indiana, and Eastern Iowa.

• **Glidden Co.'s, Durkee Famous Foods Division** has announced appointment of Robert S. Dunlap as southeastern division sales manager. He will make his headquarters at Macon, Ga.

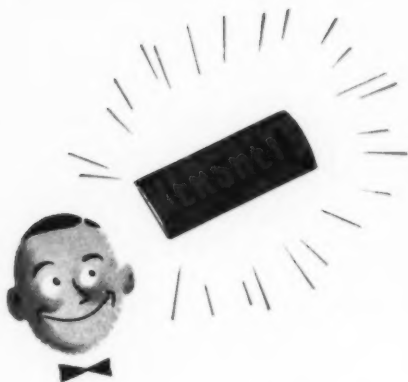
• **Stephen F. Whitman & Son, Inc.**, has taken a lease on a new \$100,000 building in Chicago now being constructed. The building will be completed about the middle of 1951. Whitman will use the 20,000 square foot structure as a distributing center. Fifty people will be employed.

• **The Sweets Co. of America, Inc.** announced the appointment of Morris Alper & Sons, Inc. as their sales representatives for the grocery trade thruout New England. The candy company also announced the most extensive advertising and sales campaign in its history.

• **The Commerce Department** estimated sales of confectionery and chocolate during July were \$50 million. This is 10 per cent below the June figure. It is 32 per cent better than July a year ago.

• **Cass Campbell**, merchandise adviser and counsellor to the candy operation at Schuster's, Milwaukee department store, died of a heart attack, Monday, Sept. 18. Mr. Campbell worked for the candy department for the store for 39 years. He was promoted to the position he held at his death in 1947.

• **The Badger Candy Club** of Milwaukee will hold a 'Sweetest Day' to be held in the Circus Room of the Wisconsin Hotel, Milwaukee. This is the second year that the club has held the dance.



Millions reach for

HERSHEY'S Chocolate Bars . . .

FIRST IN FLAVOR
AND FAVOR

So easily identified

by their familiar

and most distinctive wrap.

WYOMISSING GLAZED PAPER CO.

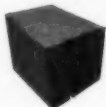
is exceedingly proud

to furnish this brilliant label

paper which so long has been

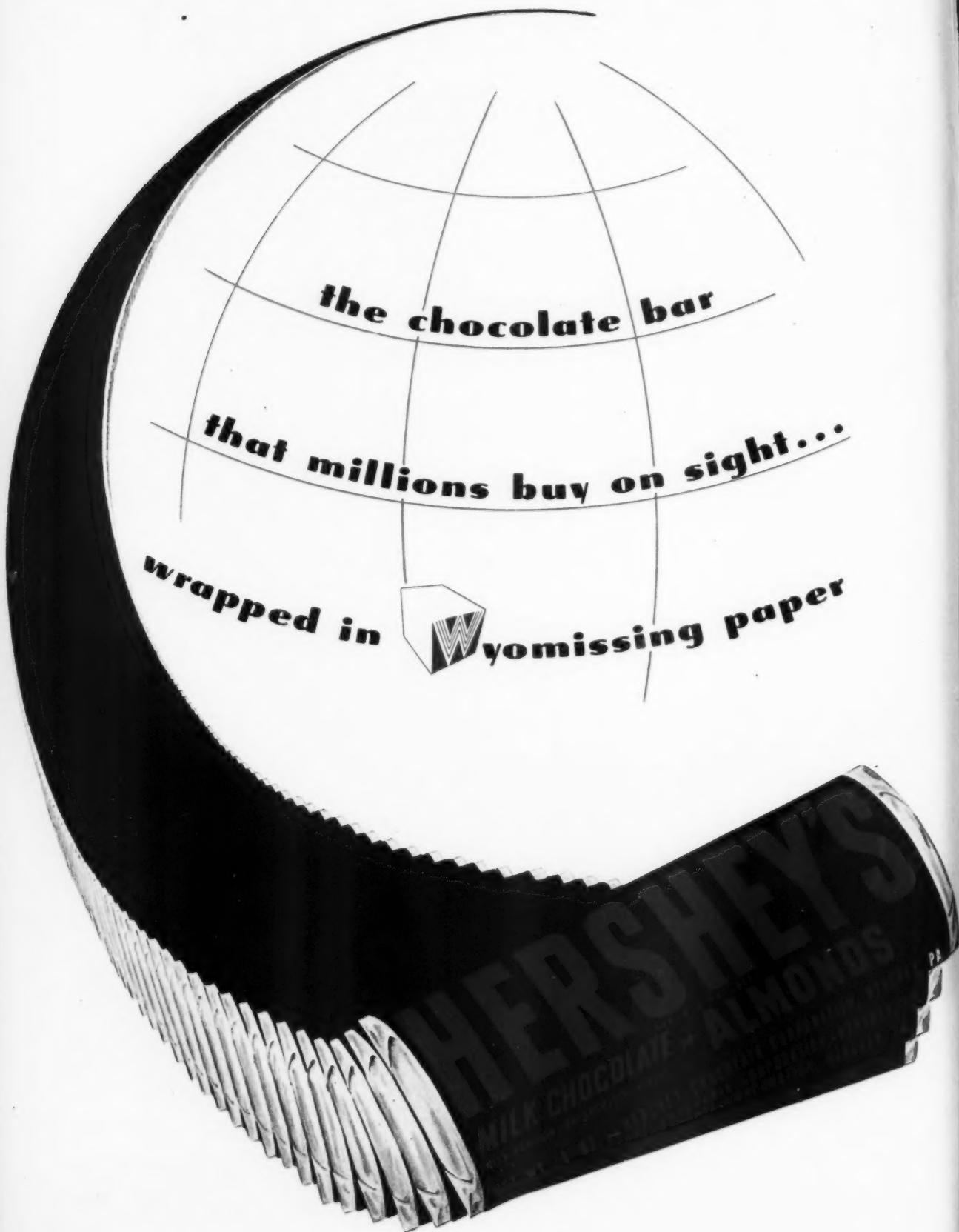
associated with HERSHEY

Chocolate Products.



READING • PENNSYLVANIA
180 MADISON AVENUE • NEW YORK, N. Y.
MERCHANDISE MART • CHICAGO, ILL.

the chocolate bar
that millions buy on sight...
wrapped in  **you missing paper**



The
stand
Evalu

This
and
confe

In an
they

When
assur
the s
below

Mois
Ash
Su
S

B
T
9

M
P
C

for

CONFECTIONERY ANALYSIS and COMPOSITION

By
STROUD JORDAN, M.S., Ph.D.
and
KATHERYN E. LANGWILL, M.S., Ph.D.

\$3.50

The first two volumes of "Confectionery Studies" by Dr. Jordan, have acquainted the confectioner with everyday problems and with standards in effect at the date of publication. A practical and technical evaluation of chocolate products then followed entitled "Chocolate Evaluation". These three books were willingly received by the industry as valuable additions to the technical literature available.

This book, the fourth in the series, is being published by *The Manufacturing Confectioner*. Confectionery studies have been continued and this volume concerns itself, first with applicable data that cover the composition of basic raw materials as well as that of the finished confections in which they have been employed.

In assembling this volume reference is made to applicable methods. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

Where reconstruction of formulas from analytical data is considered, we are dealing with a relatively unexplored field. Many basic assumptions have been made before actual formula reconstruction has taken place. The second part of this volume is used to consider the several confection groupings into which most confection types generally fall and full discussion of each follows. See Chapter Headings below.

Moisture (Ch. 1)	Colloidal Materials (Ch. 7)	Sugar Cream (Fondant Ch. 13)
Ash (Mineral Matter—Ch. 2)	Nuts and Fruits (Ch. 8)	Fudge (Ch. 14)
Sugars (Ch. 3)	Acids (Ch. 9)	Caramels and Toffees (Ch. 15)
Starches (Ch. 4)	Incidental Materials (Ch. 10)	Marshmallow (Hard & Soft Ch. 16)
Proteins (Ch. 5)	Reconstructed Formulas (Ch. 11)	Nougat (Ch. 17)
Fats (Ch. 6)	Hard Candy (Ch. 12)	Gums and Jellies (Ch. 18)
Coated Candies (Ch. 19)	Appendix	

BOOK SECTION

The MANUFACTURING CONFECTIONER

9 S. Clinton St.

Chicago 6, Ill.

Book Section:

8-50-MC

Please Bill Me

THE MANUFACTURING CONFECTIONER

\$Cash Enclosed.....

9 S. Clinton St., Chicago 6, Ill.

ForNo. of Books.

Please send me Dr. Jordan's Book "Confectionery Analysis and Composition."

MY NAMECOMPANY

POSITION OR TITLEADDRESS

CITYSTATE.....ZONE



MADE ON THE
PALMER
Continuous Motion
CARTON FORMER

You, too, can make your own cartons **AT DRASTIC SAVINGS**

Package goods manufacturers in many fields are saving thousands of dollars annually with the modern Palmer Carton Former. SO GREAT ARE THE SAVINGS ON MATERIAL COSTS ALONE that they often pay for themselves in a matter of months.

Using inexpensive die-cut blanks, this machine forms and glues cartons at speeds of up to 102 per minute. Blanks cost far less than finished cartons, they can be stored in a minimum of space, and the machine is so easy to operate that one attendant often takes care of three machines.

You can use a Palmer for various sizes of packages, for it is easily adjustable. And there is practically no limit to the different types of cartons which it can produce.

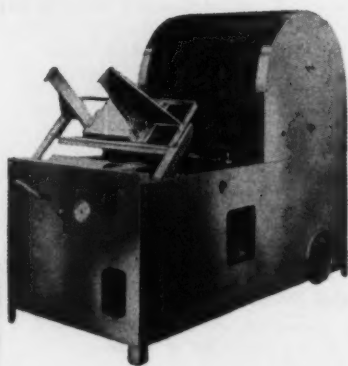
LOOK INTO THIS

Our Engineering and Designing Department will be glad to show you the type or types of carton that would meet your needs, and will give you an estimate of the savings a Palmer machine would make.

Literature on request.

PACKAGE MACHINERY COMPANY • CARTON DIVISION
Springfield, Massachusetts

NEW YORK	CHICAGO	BOSTON	CLEVELAND	ATLANTA
DALLAS	DENVER	LOS ANGELES	SAN FRANCISCO	
SEATTLE		TORONTO	MEXICO, D.F.	



PACKAGE MACHINERY COMPANY

Do
IND
a
cand
quali
A
has
Purp
Pe
coral
This
today
"Tur
fectio
Bu
and
prod
on a
deals
Mi
redes
is a
comp
of th

Pict

To
eithe
This
origi
Th
this
piece
chart
elsew
effect
Th
on th
the p
to th
An
Crum
thoug
color
were
sales
whos
Bo
the p
appe
prete
it wa
the b
home
Bo
Box
for C

DeMet's packaging policy seeks to institutionalize the container



INDISCRIMINATE and frequent packaging can be an expensive and self-defeating practice for the candy manufacturer, yet repackaging an item of known quality often can serve as a sales stimulus.

A frequent repackager, DeMet's, retail manufacturer, has nevertheless made their policy "Packaging with a Purpose," and it has paid off.

Perhaps the most famous of DeMet's packages is the coral, white, and two-toned grey package of "Turtles." This package was designed nearly five years ago and today has become so institutionalized that the name "Turtles" is used by others to designate a type of confection.

But, according to Mrs. Mary Sonley, package designer and sales manager for the firm, there are other quality products of the company whose packages have not caught on as well. It is with these products that the company deals clinically in repackaging.

Mrs. Sonley told of the problems encountered in the redesign of the "Coffee-Treats" package. "Coffee-Treats" is a hard candy and one of the oldest standbys of the company. Three appeals had to be realized in the design of the new package—the eye, the taste, and prestige.

Pictorial Appeal Used

To achieve these appeals, Mrs. Sonley figured that either the candy or a good picture of it must be seen. This would sell the candy if it was displayed in an original way.

The color of the candy was a rich coffee-brown; so this shade was matched on the box for a picture of the piece. To achieve a striking and eye-catching contrast, chartreuse was used as a background. Brown was used elsewhere on the package and the two colors made an effective contrast.

The resultant design was an outstanding success. Sales on the confection were up 200 per cent, and since only the packaging was changed, the sales had to be attributed to the new package.

Another confection repackaged this fall was the "Nut Crunchies." This name is as new as the package, although the product is a standby of the house. Pictorial color display was used on this package too. The results were the same as with the "Coffee-Treats"—increased sales of the confection without changing the product whose quality was unquestioned.

Both packages are of the hostess type. In other words, the packages are designed economically but with sales appeal as opposed to the gift package which claims more pretension. The package is not designed for show, and it was realized that the candy might not be served from the box but from a candy dish, once in the consumers home.

Both boxes were manufactured by the Kroeck Paper Box Co., and designed by Mrs. Sonley.

Sweetest Day Package

"Sweetest Day" was considered this fall when the repackaging was done. A fancy blue box with blue ribbon was designed to appeal to men—blue being a color of tested masculine appeal. Hopes are that "Sweetest Day" will catch on even more this year than last and follow the success pattern of some Ohio and Michigan cities. DeMets hopes that this package will contribute to confectionery success Oct. 21.

The last of the new packaging by DeMet's this fall considered the age-old appeal of re-use value. Christmas was in the mind of the designer when the package was created, but the appeal is not so specific as to restrict the design to Christmas alone. The design consists of red, green, and gold twined ribbons. Packaged is the regular two-pound chocolate assortment.

The fancy liners used in these packages are made by Milprint. Olive Can Co. is responsible for the tin.

Almost every year, DeMet's does some new packaging for the holiday season. But it is not done indiscriminately. If the package clicks, it is not redesigned until the appeal wears out. The design for "Turtles" has yet to wear out, and the policy of the company would be to keep it as long as it retains its high sales' quotient.

DeMet's sells candies in 12 of its own outlets and thru 2,000 wholesalers thruout the United States.



Shown above is the coral, rose, and two-tone grey package of "Turtles" manufactured by DeMet's. This package represents the end product of a progressive packaging policy that says "Repackage until it clicks."

A NEW METHOD for TEMPERING CHOCOLATE

by

A. T. NEWTH

A new, operation-proved method of tempering is thoroughly explained by one of the industry's outstanding authorities on chocolate in a step-by-step outline from the definite crystal pattern through the coating machine to the tunnels and cooling, the bottomer, dripping virgin coating, and melting kettle. Follow this expert's nine "Points to Remember" for better chocolate tempering in your plant.

PRICE PER COPY—\$1.00

Quantity Prices will be Quoted

Order from
Book Sales Dept.

**THE
MANUFACTURING CONFECTIONER**
9 S. Clinton St. Chicago 6, Ill.

CANDY EQUIPMENT PREVIEW

is published exclusively for
**PURCHASING
and
MERCHANDISING
EXECUTIVES**

**Be sure your name is on
Our Free Mailing List**

**Fill in Coupon below
and send it in to us now.**

THE MANUFACTURING CONFECTIONER
9 S. Clinton Street
Chicago 6, Illinois (EN-4)

Name.....
Company.....
Title.....
Address.....
City.....
State..... Zone.....

Packaging Institute revamps program

★ ★ ★

THE PROGRAM Committee of the Packaging Institute has been forced by the situation in Korea to revamp its original plans for the program of the 12th Annual Forum of the organization to be held at the Hotel Commodore, New York City, Oct. 23-25.

The views of the members of the Institute were 3 to 1 in favor of the Korean affair influencing the character of the forum this year. Thus, the program will be partly devoted to packaging problems brought on by the national emergency and partly to the normal problems of packaging for civilian use.

Plans for the first day include a review of packaging problems facing the members as a result of wartime demands. No announcement of speakers will be made until shortly after the start of the convention.

One session will include a well-informed government representative discussing methods of military procurement as they affect packaging. Another will be a spokesman from the packaging field to tell government what industry needs from government. It is hoped the government agencies will handle the military situation so industry will know where to get approvals of packaging materials and finished packages for military packages.

Another point to be covered is the way the National Security Resources Board plans to handle packaging for civilian needs and to co-ordinate civilian packaging with military needs. Already, reports are current of scarcities of sheet steel, aluminum, rubber, and plastics.

The outlook for packaging supplies, machinery, and personnel as of Oct. 23, will also be covered by speakers.

Civilian Session

A session of reproduction and package printing is planned in connection with civilian packaging. E. H. Balkema of Colgate-Palmolive-Peet Co. will speak on art work, plates, inks, printing methods, paper, film and board surfaces, types of pulp and related matters, including quality and color control.

Two technical sessions scheduled are to include:

- A. 1. Misuse and abuse of shipping containers
2. Electronics in packaging
3. Scuff resistance and how to get it
4. Testing for impact fatigue
- B. 1. Method of measuring organic vapor (odors) permeability thru packaging films
2. Rapid graphic method of measuring moisture equilibria
3. Food spoilage due to traces of certain metals in packaging materials
4. New method of measuring pore size in packaging materials

John A. Warren, engineering department of American Home Products Co., will handle a high speed packaging session. The speakers will tell of problems attaining high speed on line packaging where glass containers, tin cans, folding cartons (as the primary container), and squeeze

bottle
The
a sem
ferenc
meeting
The f
Foil,
Closur
Pacake
Dimen
lication

• W
the I
with
in a M
Mr
in 19
was t
and C
ber o

• TH
den C
of a
the r
have
aged

• TH
an op
13 an
includ
zens
partn
produ
A lun

• Ba
two
stores
stores

• Ha
Cadb
Septe
tor an
sociat
mark

• Ja
Leaf
attach
years

• Ca
produ
more

• Ba
vania
Railr
provi
pecte

• TH
of \$6
30. T
set fo
\$5.91
It am

for O

bottles are involved.

The technical committees will meet simultaneously in a semi-annual get-together on one afternoon of the conference to plan activities for the coming half year. These meetings are opened to all visitors interested in this work. The following committees are to meet: Paper, Film and Foil, Shipping Container, Glass Container, Parenteral Closures, Drug and Pharmaceutical, Food, Petroleum, Packaging Management, Glossary, Yield Chart, Package Dimension. Packaging Education, Advisory Service, Publications.

• **William F. R. Murrie**, 77, former president of the Hershey Chocolate Corp., and who is credited with originating the nickel milk chocolate bar, died in a Plainfield, N. J. hospital, Sept. 7.

Mr. Murrie was made president of the company in 1903 by the late Milton S. Hershey. Mr. Murrie was the first president of the Association of Cocoa and Chocolate Manufacturers. He was also a member of the New York Cocoa exchange.

• **The Durkee Famous Foods Division** of the Glidden Co. announced in September the development of a new sweetened coconut. The new product is the result of years of research and is reported to have a great stability of freshness. It will be packaged in a cellophane bag and foil laminated.

• **The American Maize-Products Co.** was host to an open house at its plant at Hammond, Ind., Sept. 13 and 14, to more than 5,000 guests. This number included families and friends of employees and citizens of the community. Visitors toured all the departments of the plant and the processing of the products the plant produces was explained to them. A lunch was served all the visitors.

• **Barricini, Inc.**, recently announced the opening of two more stores the last of September. The new stores will be in the Bronx and in Brooklyn. The stores were designed by Simon B. Zelnick.

• **Harold H. Cummings** was elected president of Cadbury-Fry (America), Inc., during the month of September. Mr. Cummings has been managing director and a member of the board of the American associate since the company entered the American market two years ago.

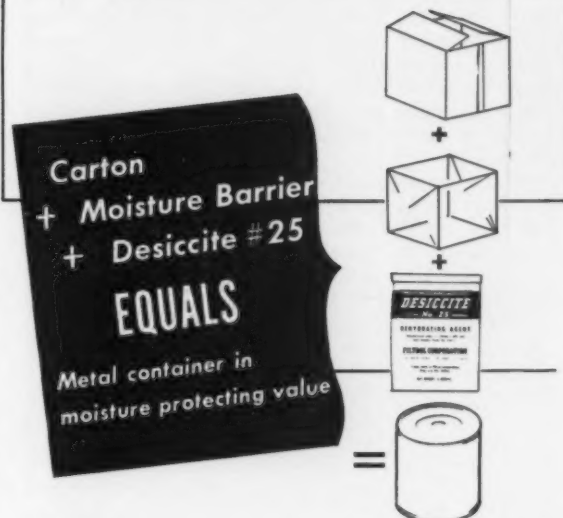
• **James Keefer**, 45, in charge of jobber sales for Leaf Brands, died at his home August 30, of a heart attack. Mr. Keefer had been with Leaf for four years.

• **Candy rationing** ended in Norway recently and production in that country is estimated at half again more than it was in pre-war 1938.

• **Barricini, Inc.**, is leasing a store in the Pennsylvania station in Newark, N. J. The Pennsylvania Railroad has awarded \$50,000 for alterations to provide facilities for the new store which is expected to be ready by mid-November.

• **The Hershey Chocolate Corp.**, reports a net profit of \$6,827,248 for the six month period ending June 30. This is nearly a million dollars above the mark set for the same period a year ago when the net was \$5,913,929. The profit before taxes was \$12,458,248. It amounted to \$2.71 a share.

You didn't learn this in school!



An inexpensive carton and moisture barrier liner plus a package of Desiccite #25* give equal and often superior protection against moisture at half the cost.

A package of Desiccite #25 is a package of dryness, to be placed in any good container to prevent moisture damage to your product. By air conditioning the container, your product is controlled in moisture content from factory to ultimate consumer.

Desiccite #25 is a highly efficient, low-cost drying agent available in a range of package sizes designed to be included in your shipping containers and/or your individual packages. Desiccite has proved its value in many fields from food to metal parts. Filtról distributors will gladly consult with you on your packaging problems.

DRY PACK WITH DESICCITE #25

WRITE YOUR NEAREST DESICCITE DISTRIBUTOR

L. H. Butcher Co., Los Angeles, San Francisco, Portland, Seattle, and Salt Lake City; Eaton Chemical & Dyestuff Co., 1490 Franklin Street, Detroit; Thompson-Hayward Chemical Co., Main Office in Kansas City, Mo.; and branch offices throughout principal cities in central and southwest states.

FILTRÓL CORPORATION

General Offices: 727 W. 7th St., Los Angeles 17, California
Plants: Vernon, California; Jackson, Mississippi

*T.M. Reg. U.S. Pat. Off.

Book Reviews

Chocolate and Confectionery

C. Trevor Williams, 216 pages, illustrated, 1950, \$4.00.

This book is offered as a text for students in chocolate and confectionery production. The chapter headings indicate the tenor of the approach the author takes to accomplish the result, an outstanding treatise on candy. These headings are: History of confectionery; Sugars; Scientific control; Colloids; Raw materials; Chocolate and confectionery plant; Sugar confectionery plant; Wrapping machinery; Hard sugar goods; Chocolate; Toffees, caramels, fudge; Nougat and marshmallow; Dragees; Lozenges and cream paste; Fondant; Pastilles, gums and jellies; Marzipan; Factory organization; and Research.

From the interesting historical sketch of candy down to consideration of future research, the author discusses clearly and concisely the preparation of raw materials and their use in the manufacture of candy. Candy equipment and machinery are described. The author gives many formulas for different types of candy although this is not merely a book of formulas. Formulas are given to enable the reader to become better acquainted with the industry.

As this is an English book, the American reader must make due allowance. The British laboratory equipment has its American equivalent.

The author mentions that ultrasonics may have applications to chocolate manufacture. The author foresees vast changes in industry due to the research workers engaged in the confectionery field. To the reviewer's knowledge, the United States has no book comparable to this exposition on confectionery.

—W.H.C.

Outlines of Food Technology, 2nd Ed.

Harry W. von Loesecke, VII and 585 pages, illustrated, 1949, \$7.50.

The first edition of this book was published eight years ago. Advancements in food processing, equipment design and food technology have made revision desirable. To improve one's knowledge in a specific field, such as confectionery, it is desirable to have a general knowledge of allied activities in the broader food field. The reviewer considers this an admirable text in food technology. Chapter headings are: The tin can and glass container; Fruits and their products; Preservation of vegetables; Dairy products; Meat, meat products and poultry; Fish and shellfish; Grains and their products; Edible fats and oils; Sugars and starches; Nuts; Spices, relishes, essential oils and extracts; Beverages; Confectionery, jams, jellies and preserves, certified dyes; Storage and marketing of fruits and vegetables; and Preservation of food by freezing. Of the 15 chapters, at least 10 may offer information valuable to the researcher in candy.

Ideas of possible merit towards the development of new candy items may be gleaned by an observant reader, e.g., on page 385 the Chinese Water-Chestnut is mentioned as an important ingredient in chop suey. This reviewer wonders if any candy specialty has been considered in which water-chestnuts might be used.

Selected references for suggested reading are listed at the end of each chapter. The book is well written and easy to read.

As food technology embraces wide and varied activities,

such a text as Mr. Von Loesecke has written can only act as an introduction, or, as the author has so aptly stated, an Outline. The reviewer regrets that little information is given on packaging materials.

—W.H.C.

Freeze-Drying

Earl W. Flosdorf, VII plus 280 pages, illustrated, 1949, \$5.00.

"During the past ten years, freeze-drying has increased more than one hundred fold in industrial use and more than that in research and other laboratory uses." The author has collected the technical information in freeze-drying techniques from the literature.

Freeze-drying or drying by sublimation has been responsible for many developments in pharmaceutical and medical products. For example, blood serum and plasma, cultures, hormones, amino acids and vitamins testify to the successful application of such technique. Applications of freeze-drying to foods have been somewhat limited although citrus juices and milk seem to offer promise. Recently, highly satisfactory soluble coffee and tea extracts have been prepared by this process.

Ease and improvement in reconstitution of dry powdered materials and definite advances in flavor are claimed through freeze-drying. The author clearly discusses the subject from the basic principles involved in the processing through applications. Estimates of cost in the production of orange juice crystals are given. A lengthy bibliography of the literature relating to the subject is included.

The freeze-drying of certain food products such as those mentioned in the above may ultimately result in better flavored and more nutritious raw material ingredients for the candy manufacturer.

—W.H.C.

Production Series

American Management Association, Series Nos. 79, 147, 185-191, Total price—\$5.75.

These booklets put out by the American Management Association treat generally with many problems confronting management today. One of the chief problems brought out in the series is that of employer-employee relationships.

A section of Series No. 187 deals with "Problems Ahead in Handling the Work Force." It is in the form of a panel discussion. Speakers included on the panel are: Glenn Gardiner, vice president of Forstmann Woolen Co.; Alan C. Curtiss, vice president, Scovill Manufacturing Co.; Ewan Clague, commissioner of Labor Statistics, Department of Labor; Joseph Moody, president of Southern Coal producers Association; Edward T. Cheyfitz, assistant to the president of Motion Picture Association of America; and William Gomberg, director of Management Engineering Department, International Ladies Garment Workers Union.

The panel treated largely with futures in union-company relations. One cogent statement concerning the increase of unemployment—particularly of the college educated—was made by Mr. Gomberg. He said, "... I think that when you have five unemployed college graduates and a crowd of unemployed workers, you have a combination that makes dynamite."

The general idea running thru the many talks in these series was that the seller's market was over and the buyer was again king. These talks were evidently pre-Korean crisis.

Calcium Carbonate Data

★ ★ ★

THE NATIONAL Confectioners' Association submitted to the Food and Drug Administration detailed data with respect to the possible use of calcium carbonate with various mixtures of starch as a molding agent after extensive tests had been made at the Department of Agriculture laboratory at New Orleans. These tests covered five types of candies: (1) crystallized cream fondants; (2) starch jellies; (3) soft creams; (4) pectin jellies; (5) marshmallows. Each type of candy was cast in the following molding media: (1) 100% starch; (2) 85% starch, 15% calcium carbonate; (3) 70% starch, 30% calcium carbonate; (4) 50% starch, 50% calcium carbonate.

Under the date of August 30, L. D. Elliott, Associate Commissioner of Food and Drugs wrote to NCA as follows:

"Reference is made to your letter of August 1 regarding the application of the Federal Food, Drug, and Cosmetic Act to candies which contain small amounts of calcium carbonate resulting from the use of calcium carbonate in mixtures with starch as a molding medium for cast goods. The letter was left here by Mr. James E. Mack on August 16.

"Calcium carbonate is utilized by the body and is therefore not a non-nutritive article or substance. If of food grade, there is no objection to its use as a casting medium in partial substitution for starch. Both the calcium carbonate and the starch should be clean and free from harmful or deleterious impurities."

Tests are now being made with respect to the explosibility of various combinations of starch and calcium carbonate. These tests are not complete.

Neither the Research Committee nor the Board of Directors is recommending use or non-use of calcium carbonate with starch as a molding agent. On the other hand, if any manufacturer desires to use it, the opinion of the Food & Drug Administration may be helpful.

Meeting of NCA Quartermaster Specification Committee Held In New York

A final review was held in New York on September 20th of all the specifications as revised at the Chicago meeting the week previously. This meeting gave the Eastern members of the QM Specification Sub-committees an opportunity to present in person any recommendations that they might have. The New York meeting was sponsored by both the NCA and The Association of Manufacturers of Confectionery and Chocolate.

In the September issue of The MANUFACTURING CONFECTIONER, the five roll chocolate refiner's control was misnamed. The name of the control should be "Sight-O-Matic" instead of that erroneously given. The refiner is manufactured by J. M. Lehmann Co., Inc.



HEEKIN Lithographed Cans... in all sorts of designs, round, square and oblong, offer unlimited opportunities for the smart merchandising of confectionery items... a challenge to Heekin to produce a container in which your product gains increased sales. May we talk it over?

A Gift Box that every woman appreciates... Gives Sales Appeal to Your Products.

HEEKIN CANS

for
CANDY and CONFECTIONS

THE HEEKIN CAN CO.
CINCINNATI 2, OHIO

How To Increase Sales to this BIG, Important Food Market



**The TECHNICAL
MAGAZINE of the
INDUSTRY that
Top Management
Men Have Read
for 30 Years**

THE MARKET—Candy manufacture—almost a billion dollar field in 1949 at wholesale prices—is America's fourth largest food processing industry in dollar volume. The industry annually buys over a half billion dollars worth of ingredients, supplies, machinery and packaging. **THE MANUFACTURING CONFECTIONER** is the only publication in the field which is directed to serving exclusively the owners, management, and key personnel of candy manufacturing plants—the executives who make the decisions on and do this buying.

EDITORIAL SERVICES—**THE MANUFACTURING CONFECTIONER** alone devotes its entire editorial content to articles on candy production methods, packaging and the newest developments in plant operation and successful management. For 30 years "MC" has led the field in pages devoted to production techniques and research. "Planned series how articles" by experts in the field, the unduplicated Candy and Candy Packaging Clinics, and the Richmond textbook (chapters of which first appeared in "MC" as production articles) have won world-wide recognition for contributing to candy progress.

CIRCULATION—2,904 net paid (ABC) copies penetrate 1,774 worthwhile candy plants. The combination of paid circulation and the principle of a single interest magazine for candy manufacturers and their key personnel provides economical coverage of the field's real buyers. Extraneous matter like jobber items are reported in a companion magazine, **CANDY MERCHANDISING**.

PURCHASING EXECUTIVES' NUMBER—This September issue of **THE MANUFACTURING CONFECTIONER** is the field's only ABC-audited directory and buying guide. Statistical reports and long range studies add to its high retention and usefulness. Side wire bind. Laminated covers. Perfectly timed for Fall buying.



CANDY PACKAGING appears quarterly as a reprint of "MC's" entire candy packaging department in the February, May, August and November issues. It is sent to 1,000 selected candy plant packaging executives. This bonus coverage is free to packaging advertisers in MC in these months.



CANDY EQUIPMENT PREVIEW appears quarterly as a reprint of the entire equipment and machinery department, including advertising, of the January, April, July and October issues. It is sent to selected plant engineers and machinery buyers in large plants. This bonus coverage is free to MC equipment and machinery advertisers in these months.



To SELL Volume Candy Buyers

CANDY MERCHANDISING "does a job for candy jobbers." A digest size magazine, its objective is to help strengthen relations between candy manufacturers and volume buyers of candy.

MARKET COVERAGE: 9,100 copies of **CANDY MERCHANDISING** have directed free distribution to candy, drug, grocery and tobacco jobbers, department and chain store buyers, and other case lot buyers. These wholesale channels account for 86% of all candy sold.

EDITORIAL SERVICES: **CANDY MERCHANDISING** is a streamlined, modern format digest type magazine issued every other month February through December. It is dedicated to answering the merchandising problems of jobbers and other volume buyers of candy, who handle well over a half billion dollars worth of candy annually. "CM's" four-point editorial program is designed to provide timely and authoritative help on (1) candy facts, (2) merchandising methods, (3) seasonal trends, and (4) where-to-buy-candy information.

THE CANDY BUYERS' DIRECTORY is the December issue of **CANDY MERCHANDISING**. It is the only directory of wholesale candy manufacturers published in the U. S. It lists candy manufacturers under more than 60 different product classifications. For 17 years volume candy buyers have depended upon it as a buying guide to the "who's who" of the confectionery industry. 10,000 copies.

JUST A FEW OF THE PRODUCTS "MC" READERS BUY

Acids
Adhesives
Air Conditioning
Bags
Bag Machines
Belting

Blowers
Boilers
Boxes
Conveyors
Decalcomanias
Drums

Drying Equipment
Dust Collectors
Essential Oils
Fans
Fumigants
Filters

Gauges
Kettles
Labeling Machines
Motors
Milk Products
Mixers

Motors
Packaging
Machinery
Packaging Supplies
Safety Devices
Pumps

Tanks
Uniforms
Valves
Weighers
X-Ray Equipment

Write Today for More Information



The MANUFACTURING CONFECTIONER PUBLISHING CO.

Prudence W. Allured, Publisher

9 S. Clinton St., Chicago 6

303 W. 42nd St., New York 18

CONFECTIONERY BROKERS

New England States

JESSE C. LESSE CO.
Confectionery
Office and Sales Room
161 Massachusetts Ave.
BOSTON 15, MASS.
Territory: New England

Middle Atlantic States

JAMES A. BRADY CO.
1018 Monsey Avenue
SCRANTON 9, PENN.
Phone 2-8658
Concentrated coverage of the
candy and food trade in N. E.
Penna. "The Anthracite"

ARKANS & ROACH
607 Drexel Bldg.
PHILADELPHIA 6, PENN.
Specializing—Food Trade, Chains
Super Markets
Terr: Philadelphia & Eastern Penn.

THOMAS M. BRATTON & CO.
220 Delaware Ave.
BUFFALO, NEW YORK
Covers New York State
Candy & confections

ARTHUR M. CROW & CO.
407 Commonwealth Annex Bldg.
PITTSBURGH 22, PA.
Cover conf. & groc. jobbers, chains,
dept. stores, food distrs.
W. Pa., W. Va., & E. Ohio

CARL H. HUNSICKER
6261 Magnolia St.
PHILADELPHIA 44, PENN.
Candy Broker covering
Philadelphia, Baltimore, Md.
Washington, D. C.

JACK HAAZ
6430 No. Broad St.—LI. 8-5873
PHILADELPHIA 26, PENN.
Terr: Eastern Penn.

HERBERT M. SMITH
109-17 110th St.—Virginia 3-8847
OZONE PARK 16, NEW YORK
Terr.: New York State

IRVING S. ZAMORE
2608 Belmar Place
SWISSVALE, PITTSBURGH 18, PA.
29 Years Experience
Terr.: Pennsylvania, excluding
city of Philadelphia

New England States (cont'd)

BLOME BROKERAGE CO.
601 Chumleigh Rd.
BALTIMORE 12, MARYLAND
Candy & Novelties
Covering Wholesale Grocers,
Candy & Tobacco jobbers, & chains
Terr: Maryland, Virginia, Delaware
and District of Columbia

South Atlantic States

JIM CHAMBERS
Candy Broker
84 Peachtree Street
ATLANTA 3, GEORGIA
Terr.: Ga., Ala., and Fla.

WALTER C. MCGILL & CO.
Box 912, Lynchburg, Va.
Terr: Virginia, No. & So. Carolina

ROBERT L. MITCHELL, JR. & CO.
1221—12th Avenue
HICKORY, NO. CAR.
Manufacturers' Representative
Candy & Specialty Items
Terr: North & South Carolina

A. CARY MEARS
P. O. Box 2415
ROANOKE, VIRGINIA
Candy and Specialty Items
Terr.: Va., W. Va., & No. & So. Caro.

WM. E. HARRELSON
Manufacturers' Representatives
5308 Tuckahoe Ave.—Phone 44280
RICHMOND 21, VIRGINIA
Terr.: W. Va., Va., N. & S. Caro.

ROY E. RANDALL CO.
Manufacturers' Representative
P. O. Box 605—Phone 7590
COLUMBIA 1, SO. CAROLINA
Terr.: No. & So. Carolina.
Over 25 years in area

BUSKELL BROKERAGE CO.
1135 East Front Street
RICHMOND, VA.
Contact Wholesale Groceries, Candy
Jobbers and National Chains
Terr.: Va., W. Va., Eastern Tenn.,
and Eastern Kentucky

W. M. (BILL) WALLACE
Candy and Specialty Items
P. O. Box 472—111 Rutland Bldg.
DECATUR, GEORGIA
Terr.: Ga. & Fla.
Thorough Coverage

JOHN T. SOX CO.
Box 605
COLUMBIA, S. C.
Manufacturer's Representatives
Have been representative for 17
years in the states of South and
North Carolina

So. Atlantic States (cont'd)

HUBERT BROKERAGE CO.
Candy and Allied Lines
3 Salesmen
Offices & Display Rooms
210-211 Candler Bldg.
ATLANTA, GEORGIA
Terr.: Florida, Georgia and Ala-
bama for 20 years

SAMUEL SMITH
2500 Patterson Ave. Phone 22318
Manufacturers' Representative
WINSTON-SALEM 4, N. CAROLINA
Terr: Virginia, N. Carolina,
S. Carolina

G. W. McDERMOTT
100 North Raymond St.—Phone 382
MARINETTE, WISCONSIN
Terr.: Wisc. & Upper Mich.—covered
every five weeks.

JOHN E. SMITH
1428 N. Pennsylvania St., Room 203
Tel. Lincoln 3780
INDIANAPOLIS 2, INDIANA
Thorough Coverage Indiana Jobbers
Chain Store Merchandising
Our Specialty

ROGER ETTLINGER
Phone Townsend 8-5319
16525 Woodward Ave.
DETROIT 21, MICHIGAN
Terr.: Entire state of Michigan

WALTER M. GREESON CO.
101 Smith Street
FLINT 3, MICHIGAN
"We Are At Your Service Always
—And All Ways"
Terr.: Michigan, Estab. Since 1932

BERNARD B. HIRSCH
1012 N. 3rd St.
MILWAUKEE 3, WISCONSIN
Terr.: Wis., Ia., Ill. (excluding Chi-
cago) Mich. (Upper Penn.)

HARRY KISSENGER
Candy—Novelties—Specialties
3848 McCormick Ave.
Phone Brookfield 9691
Chicago suburb
HOLLYWOOD, ILLINOIS
Terr.: Ohio, Mich., & Ind.

WM. C. MITHOEFER
6210 Tyne Avenue
CINCINNATI 13, OHIO
We specialize in cigars, candies
specialties and novelties

H. K. BEALL & CO.
308 W. Washington St.
CHICAGO 6, ILLINOIS
Phones RANDolph 1618-1628
Territory: Illinois, Indiana,
Wisconsin
25 years in the Candy Business

East No. Central States (cont'd.)

ARTHUR H. SCHMIDT CO.
815 Eriesside Ave.
CLEVELAND 14, OHIO
Terr.: Ohio. Member Nat'l. Conf.
Salesmen Ass'n.
Buckeye Candy Club

DONALD A. IKELIN
2037 E. Main Street
KALAMAZOO, MICH.
Territory: Michigan

East So. Central States

R. HENRY TAYLOR
Candy Broker
Box 1456—Phone 4-2763
LEXINGTON, KENTUCKY
Territory: Kentucky and Tennessee

A. C. BURNETT COMPANY
Candy Brokers
4806 Rossville Blvd.
CHATTANOOGA, TENN.
A crack team of six Southern sales-
men. Ky., Tenn., Miss., Ala., Fla.,
Ga., S. C., N. C., Va., W. Va.
If it will sell in Dixie—we can sell it.

FELIX D. BRIGHT & SON
Candy Specialties
P. O. Box 177—Phone 8-4087
NASHVILLE 2, TENNESSEE
Terr.: Kentucky, Tennessee, Ala-
bama, Mississippi, Louisiana

J. L. FARRINGER CO.
FRANKLIN, TENNESSEE
Established 1924
Territory: Tenn., Ky., and W. Va.
3 Salesmen covering territory

HURD-MORELAND CO.
Moreland, Kentucky
Sales Representation Candy bars,
Specialties
Terr: Kentucky, East Tennessee

West No. Central States

BUHRER BROKERAGE CO.
Candy Manufacturers' Sales Agents
819 W. Third St.
DAVENPORT, IOWA

ELMER J. EDWARDS
CANDY BROKERAGE
5352 31st Ave. So.
MINNEAPOLIS 17, MINN.
Phone: Pa. 7659
Terr.: Minn., N. & S. Dak.—Special
attention given to Twin City trade

GRIFFITHS SALES COMPANY
725 Clark Ave.—Phone GA. 4979
SAINT LOUIS 2, MISSOURI
We specialize in candy and
novelties.
Terr.: Mo., Ill., and Kan.

W.No. Central States (cont'd)**O. W. TAYLOR BROKERAGE CO.**
MCGREGOR, IOWA

Cover confectionery & grocery jobbers, chain-Dept. stores, Food Dist. Nebraska, Iowa, Minnesota Wisconsin.

West So. Central States**H. L. BLACKWELL COMPANY**

Emery Way at Sunset Drive

EL PASO, TEXAS

Phone: 3-0503

Terr.: Tex., N. Mex., and Ariz.

W. S. STOKES

Broker & Agent

BATESVILLE, ARKANSAS

Candy - Novelties - Specialties

Terr.: Arkansas—Accounts solicited

WM. E. MIRACLE COMPANY

301 No. Market St.

DALLAS, TEXAS

Territory: Texas & Oklahoma

Mountain States**CAMERON SALES COMPANY**

5701 East Sixth Ave.

DENVER 7, COLORADO

Candies and Allied Lines

Terr.: Colo., Mont., Idaho, Utah, N. Mex.

Mountain States (cont'd)**MAYCOCK BROKERAGE CO.**

573 West 2nd South

SALT LAKE CITY, UTAH

An eight man organization representing manufacturers for 76 confectionery, tobacco, drug and grocery jobbers in Utah-Idaho territory.

JERRY HIRSCH

Manufacturers' Representative

Candy and Specialty Items

4111 E. 4th St.

TUCSON, ARIZONA

Territory: Arizona, New Mexico, & El Paso, Texas

FRANK X. SCHILLING

Confectionery and Novelty Items

Box 416—Phone 2-3540

BUTTE, MONTANA

Complete coverage of Montana, Idaho, and northern Wyoming, including Casper

G & Z BROKERAGE COMPANY

New Mexico—Arizona El Paso

County Texas

P. O. Box 227 ALBUQUERQUE

N. Mex.

Personal service to 183 jobbers, supermarkets and department stores. Backed by 26 years experience in the confectionery field. We call on every account personally every six weeks. Candy is our business.

Pacific States**GEORGE R. STEVENSON CO.**

302 Terminal Sales Building

SEATTLE, WASH.

Territory: Wash., Ore., Ida., Mont. Over 20 years in this area.

CARTER & CARTER

Confectionery Mfr's Agents

Established with industry since 1901

91 Connecticut St.

Phone: Main 7852

SEATTLE, WASHINGTON

Terr.: Wash., Ore., Utah, Ida., Mont., Nev., Wyo.

BELL SALES COMPANY

100 Howard Street

SAN FRANCISCO 5, CALIFORNIA

Candy & Food Specialties

Terr.: Calif., Reno, Nev., Hawaiian Islands

J. RAY FRY & ASSOCIATES

420 Market St.—Phone Garfield 7696

SAN FRANCISCO, CALIF.

Terr.: Calif., Ore., Wash., Mont., Ida., Utah, Wyo., Nev., Ariz.

GENE ALCORN & CO.

1340 E. 6th Street

LOS ANGELES 21, CALIFORNIA

383 Brannan Street

SAN FRANCISCO 7, CALIF.

Territory: State of California

Pacific States (cont'd)**MALCOLM S. CLARK CO.**

1487½ Valencia St.

No. Cal.; Nev.; & Hawaii

SAN FRANCISCO 10, CALIF

923 E. Third St.—Southern California

LOS ANGELES 13, CALIF.

Terminal Sales Bldg.

Wash., N. Idaho

SEATTLE 1, WASH.

903 Park Road

Ariz., New Mex., W. Texas

EL PASO, TEXAS

JIM O'ROURKE

9111 Hillrose St.,

SUNLAND, CALIFORNIA

(Suburban to Los Angeles

terr: California & Arizona

I. LIBERMAN

SEATTLE 22, WASHINGTON

Manufacturers' Representative

1705 Belmont Avenue

Terr.: Wash., Ore., Mont., Ida., Utah, Wyo.

HARRY N. NELSON CO.

112 Market St.

SAN FRANCISCO 11, CALIF.

Established 1906

Sell Wholesale Trade Only

Terr.: Eleven Western States

• The J. M. Lehmann Company, of Lyndhurst, New Jersey, announces the new Lehmann Model No. 450 Disc Conche. The manufacturer makes some startling reports of production increases, compared with conventional types of conching machines.

The Lehmann 450 Disc Conche consists of two interconnecting units: 1. The mixing compartment—jacketed and thermostatically controlled to maintain the chocolate mass at an even temperature. Efficient mixing reduces total viscosity from 50% to 80% in the first four hours of conching. 2. The disc chamber—large and rotating discs carry the chocolate in thin layers during aeration by filtered air under conditions of controlled temperature and flow. Moisture content of the chocolate is significantly reduced in this operation.

In addition to increased output and savings in power, Lehmann claims reduction in labor costs up to 90%, depending on handling methods used with the older type machines.

• J. W. Greer Co. announced early in the summer that Melvyn Mickevich has become the full-time Greer representative in the New York area for Greer products.

• Jesse F. Jones, Jr., assistant secretary of the NCWA, has been called to active duty by the U. S. Navy. Mr. Jones is a member of the Naval Reserve and a veteran of World War II. He was recently honored by the American Trade Association Executive's Association at their week's study course at Northwestern University by being named president of the student body for 1950.

• War emergency problems of the candy wholesaler constituted some of the problems for consideration by the Board of directors of the NCWA at the Mayflower Hotel, Washington, D. C., Sept. 29-Oct. 1. John Casani, chairman of the board, said that efforts had been made to get important officials to speak from the government agencies in Washington. The program of the meeting was not available at press time.

• The "Salesmanager's Guide to Balanced Selling Training" has been recently released to members of the NCWA. The Guide has been in preparation for over a year and is designed to give a balanced selling course, sponsored by the Joint Committee of Distributive Education for the Confectionery Industry. The Guide was prepared by C. M. McMillan, executive secretary of the NCWA and G. Henry Ricjert of the U. S. Office of Education, Washington, D. C. Assisting in revising the manuscript were Philip P. Gott, president of the NCA; E. J. McCoy, J. B. McCoy & Son, Canton, Ohio; John F. Poetker, Jr., J. F. Poetker & Son, Cincinnati, Ohio; V. H. Gies, Mars, Inc.

• Alfred A. Stremke of Greendale, Wis., will represent the Doran Candy Co. of Massachusetts in the territory of Minnesota and North and South Dakota effective Oct. 1, according to John Morrow, Doran Sales manager.

• The Swiss American Trading Co., New York, has been appointed sales distributors for the Meas-trani Chocolate Manufacturers of Switzerland.



The MANUFACTURING CONFECTIONER'S

Clearing House



POSITION WANTED

WANTED: Position as foreman, well experienced in hard candy, creams, jellies, hand rolls—both retail and wholesale. Box A-10012, **The MANUFACTURING CONFECTIONER.**

Superintendent who devoted 30 years in all there is in the candy field. The best in Candy Making and Executive ability. Will produce successful results. For a personal interview regarding my ability will come to your factory at my expense. Box A-10016, **The MANUFACTURING CONFECTIONER.**

MACHINERY FOR SALE

FOR SALE: Four steam copper kettles with stands, 50 gal., 100 lb. pressure in perfect condition. Two steam copper kettles with stands and agitators for fudge or caramel work. Agitator lifts up on stand by use of rope. Belt driven. 50 gal., 100 lb. steam pressure, in perfect condition. Box C-801, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Baker-Perkins Continuous Cooker—in good condition. Box B-903, **The MANUFACTURING CONFECTIONER.**

HELP WANTED

ENGINEER WANTED: Plant engineer for medium sized, midwestern candy plant. Food plant experience desirable. State experience, personal history and income requirements. Box A-1005, **The MANUFACTURING CONFECTIONER.**

ASSISTANT SALES MANAGER: To supervise and concentrate on activities of brokers covering candy and tobacco jobbers for a large midwest general line candy mfr. with national distribution. State experience and salary requirements in first letter. All replies will be treated confidentially. Box A-10014, **The MANUFACTURING CONFECTIONER.**

Brokers . . .

For new candy lines, list your firm in the Confectionery Brokers' Section of **THE MANUFACTURING CONFECTIONER** and **THE CANDY BUYERS' DIRECTORY.** Low rate is only \$15 a year.

For complete details on this year 'round business-booster service, write or wire:

THE MANUFACTURING CONFECTIONER
9 S. Clinton—CHICAGO 6

HELP WANTED (Cont'd)

Need at once experienced all around candy maker for growing manufacturing candy plant. Steady year 'round work. State salary expected. Address P. O. Box 788, Punta Gorda, Fla.

SALES MANAGER: Experienced. Location New York City. Small specialty firm. Must travel. Salary and bonus. State age, experience and references. Box TF-708 **The MANUFACTURING CONFECTIONER.**

COMPLETE CHEWING GUM PLANT FOR SALE

For making 5c Most Modern Standard Chewing Gum Packages. Also, 1c Stick Chewing Gum.

Located Metropolitan New York Area

Reason for Sale: Retiring From Business

Plant still set up—Can be Inspected by Appointment

Can Be Purchased in its Entirety With or Without Real Estate or would consider Selling Portion of Equipment

Following is List of Main Items of Equipment:

One Dellenbarger Kneading, Rolling and Scoring Machine with Dellenbarger Extruder with one extra set of Cutting Rolls. AC Motor 7½ HP.

1100—Wooden Trays for Use with Above Machine.

One Dellenbarger Breaking Machine for Standard Size Sticks. AC Motor.

150—Wooden Boxes for use with Dellenbarger Breaking Machine.

Four—Clough & Witt Mixing Kettles 50 gallon capacity, tilting types.

One Clough & Witt Combination Scoring Machine for pieces

11/16 x 11/16 x .225. AC Motor driven.

One Package Machy Co. Model AC-AC6 Wrapping Machine for standard, sealed tear-tape, five stick packages, never used. AC Motor.

Three—Package Machy Co. Model AC Wrapping Machines for Standard Single Stick and/or Standard five sticks with band. AC Motors.

2—Clough & Witt Combination Scoring Machines.

2—Clough & Witt Six Inch finishing rolls.

Miscellaneous equipment for complete plant.

Box No. A-10013

THE MANUFACTURING CONFECTIONER

9 S. Clinton St.

Chicago 6, Ill.

CLASSIFIED ADVERTISING

When addressing box numbers, please address as follows:
(Box Number)
The Manufacturing Confectioner
9 South Clinton St.
Chicago 6, Ill.

Classified insertion requests are sent to the same address. Rates are 35c per line of regular type; 70c per line for bold face or capital letters; \$6 per column inch for display. Minimum insertion is three lines. Rates are not subject to agency discounts.

MACHINERY FOR SALE (Contd.)

FOR SALE: Complete Starch Department consisting of Mogal, drier, cooler, reel, all conveyors and elevators. Still in operation. Box A-10011, **The MANUFACTURING CONFECTIONER.**

FOR SALE:

300# Racine Chocolate Melter—Motor Drive
5' Dayton Cream Beater—Motor Drive
4' Ball Cream Beater—Motor Drive
50 Gal. Savage Model F6 Tilting Mixer—Motor Drive
25 Gal. Savage Model F6 Tilting mixer—Motor Drive
Model S Size #3 Savage Portable Fire Mixer—Motor Drive
200# Savage Stainless Steel Marshmallow Beater—Motor Drive
Box C-904, **The MANUFACTURING CONFECTIONER.**

FOR SALE:

One 20 ton water evaporator condenser with motor; one 10 H.P. high pressure Mears Kane steam boiler, good condition; one 12 ft. platform lift with 3 H.P. gear-head motor; one 500 pound electric lift travelling conveyor with a stainless steel dumping kettle, including tracks that will travel approximately sixty to seventy-five feet; 12 coconut bon-bon copper dipping kettles; one 32" National Equipment Enrober with Economy Equipment cooling tunnel; also one complete nut roll machine with a 24" caramel coater. This and the enrober can be used as one unit. Box A-10010, **The MANUFACTURING CONFECTIONER.**

TWO NATIONAL ENROBERS, complete with feeding tables, tunnels, and packing tables. Equipped to handle up to 1½ lb. Easter Eggs. Perfect working order. \$400.00 each for quick sale. Also one (1) 6 ft. Cream Beater—\$550.00. Box A-10015, **The MANUFACTURING CONFECTIONER.**

MACHINERY WANTED

One (1) gabel plastic machine in good working order. Two (2) sets of chains (Raspberry and Combination). Automatic batch roller and Cooling Conveyor. Box A-1006, **The MANUFACTURING CONFECTIONER.**

MACHINE WANTED: GH-2 Wrapping Machines; Please quote serial number, condition of machines, and best price. Box A-1007, **The MANUFACTURING CONFECTIONER.**

WANTED: Vacuum cooker 100 lbs. capacity. Batch Roller gas heated, Cooling Table, Plastic Machine with interchangeable molds. State brand, age and price. Dagmar Candy Manufacturing Co., 155 Summit St., Newark 4, N. J.

We are interested in buying direct from a Candy Concern a Second hand Werner Super Automatic Hard Candy Machine—Model E with cutters. Box A-905, **The MANUFACTURING CONFECTIONER.**

SALES LINES WANTED

Have you a product that could be distributed through the confectionery and tobacco jobbers? Manufacturer with aggressive sales force covering the entire United States twice a month is interested in purchasing outstanding novelties or staple products that could be wholesaled in volume. Might be interested in purchasing process or plant. Box A-1009, **The MANUFACTURING CONFECTIONER.**

BUSINESS FOR SALE

FOR SALE: Candy Kitchen & Fountain, modern, high quality equip. Excellent location near San Francisco. \$18,000.00 includes inventory. Box A-1002, **The MANUFACTURING CONFECTIONER.**

MISCELLANEOUS

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in outer boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons—All Colors & Widths

Scotch Tape Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert L. Brown

"At Your Service"

74 E. 28th St., Chicago 16, Illinois

"Keep Your Temperature Down"

★!!?★!! WHERE'S MY COPY OF THE M.C.? IT'S ALL RIGHT FOR THAT SUPERINTENDENT TO BORROW IT, BUT BY GOSH HE MIGHT AT LEAST RETURN IT WHEN HE'S ALL THRU!



The Manufacturing Confectioner

9 S. Clinton

Chicago 6, Ill.

Don't get excited when you can't find your copy of the "M.C." Just sit down and mail this coupon with your check of \$3.00 for one year or \$5.00 for two years, and you'll get your extra copy. Why not see that each key man in your organization gets a copy? Then there won't be any "disappearing" copies to keep you from referring to it as often as you wish. Write now!

THE MANUFACTURING CONFECTIONER
9 S. Clinton Street
CHICAGO 6, ILLINOIS

"O.K. here's my check! We need more copies of the "M.C." around here!"
☐ 1 yr. \$3.00. ☐ 2 yrs. \$5.00.

Name

Company

Street

City State Zone No.

o
o
a
d
r
o
e
s
t

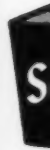
o
o
o
s
g

o

o
s

o
s

o



Nation
reber,
Cooler



Simple
Simple
also ev



Packag
Sucker



to
w

Secure REAL BARGAINS

UNION

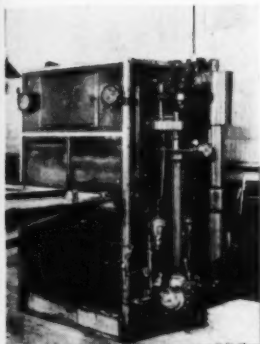
Rebuilt
Machinery
Established 1912

Highly Desirable Machinery

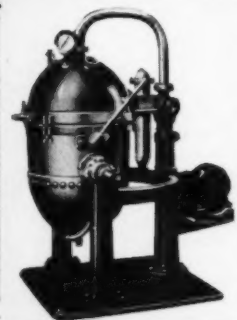
Rebuilt and Guaranteed for Complete Satisfaction

Immediate Deliveries

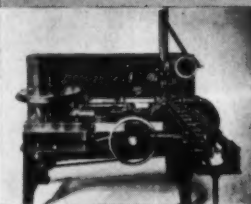
ACT NOW FOR CHOICEST BARGAINS



National Equipment 24" Enrober, with automatic Feeder, Cooler and Packer.



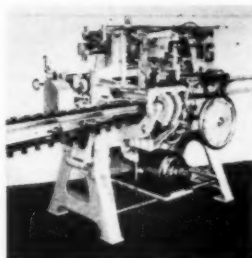
Simplex Steam Vacuum Cooker. Simplex Gas Vacuum Cooker also available.



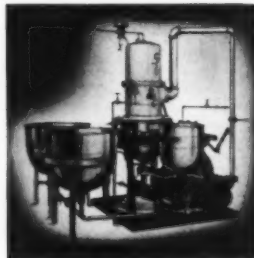
Package Machinery LP and LP-3 Sucker Wrappers.



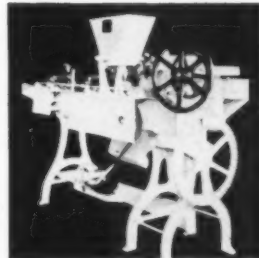
Ideal Caramel Cutter and Wrapper.



Package Machinery Co. GH-2 Bar Wrapper, with Roll-Type Wrapper Feed and Electric Eye.



National Equipment Continuous Hard Candy Cooker, 600 and 1000 hourly capacities.

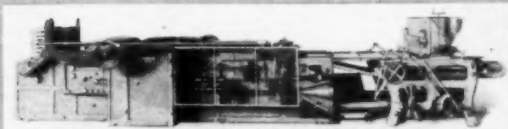


Marrow Cut-Roll Machine.

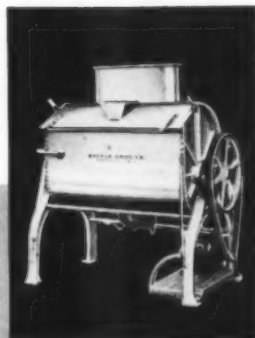
**We have a complete stock of
CONFECTIONERY MACHINERY**

Every Type - Every Size - For Every Need

Send for Illustrated Circulars



National Equipment Fully Automatic Steel Mogul.



Savage Stainless Steel 110 gal. Marshmallow Beater.

Union

CONFECTIONERY MACHINERY CO., INC.

318-322 LAFAYETTE ST. • NEW YORK 12, N.Y.

UNION

OUR 38th YEAR

Confectionately Yours

★ ★ ★

EDWARD S. DOWLING of Indianapolis spent 12 days in Moscow last year getting a visa to that country thru one of the most novel and preposterous dodges yet heard.

Mr. Dowling, a one-time candy manufacturer, has been travelling since his retirement, and closed borders evidently rankle. So, Mr. Dowling explained to the Russians that he wanted to investigate an idea for bringing vodka into the country.

His idea was this: the vodka would be shipped in tankers from Russia. Once in this country, they would be put up in capsule form for use in soft drinks. For this—a visa.

★ ★ ★

THE LIST of raw materials in candy manufacture is often connotative of travel, romance, and far away places. One of the latest of the raw materials is Irish Moss which grows in rocky ledges and shallow coves around the seashore.

The product taken from this "seaweed" is carrageenin which has a marked ability to bind water into viscous or gelatinous solutions.

Many applications have been found for carrageenin. In the candy trade, it has been found excellent for jellied candies such as gum drops. It gives a solid gel in a wider range of conditions than does pectin, which is limited to a given concentration of sugar and acid.

★ ★ ★

IN A LONG list of new products, comes the chocolate coated aspirin for children. The new "sugar-coated pill" is called "Barulin" and is prepared in tablet form. The pill is granular in consistency to prevent melting of the chocolate and possible decomposition of the aspirin.

★ ★ ★

INDIANS in the Duck Lake area of Manitoba, Canada, have taken to chewing bubble gum and have just about exhausted the supply. It started when nine women visited The Pas, picked up the chewing habit, and imported it to their Duck Lake settlement.



Advertisers' INDEX

Aluminum Cooking Utensil Co., The	Sept. '50
Ambrosia Chocolate Co.	54
American Food Laboratories, Inc.	52
American Machine & Foundry Co.	35
American Paper Goods Co.	May '50
Anheuser-Busch, Inc.	7
Armour & Co.	8
Aromantilla Co., Inc., The	51
Associated Bag & Apron Co.	July '50
Baker Chocolate and Cocoa, Walter Div. of General Foods Corp.	June '50
Baywood Manufacturing Co., Inc.	40
Best Foods, Inc., The	50
Blanke-Baer Ext. & Pres. Co.	June '50
Bramley Machinery Corp.	Sept. '50
Blumenthal Bros.	Sept. '50
Burke Products Company, Inc.	Sept. '50
Burrell Belting Co.	34
California Almond Growers Exchange ..	11
California Fruit Growers Exchange 6, 13, 18	
Camp Co., Inc., W. A.	Sept. '50
Carle & Montanari, s.a.	31
Carver, Inc., Fred S.	Sept. '50
Cell-O-Core Corp.	Apr. '50
Chocolats Spraying Co.	36, 40
Cincinnati Aluminum Mould Co.	Sept. '50
Clinton Foods Inc.	73
Confection Machine Sales Co.	38
Corn Products Refining Co., Inc.	47
Crest Laboratories	46
Currie Manufacturing Co.	Sept. '50
Detecto Scales, Inc.	43
Diamond Cellophane Products	68
Dodge & Olcott, Inc.	17
Dow Chemical Co., The	June '50
Dubin Corp., R. M.	Sept. '50
Durkee Famous Foods, Div. of Glidden Co.	Sept. '50
Economy Equipment Co.	Sept. '50
Harry L. Friend Co.	Sept. '50
Filtrol Corp.	83
Florasynth Laboratories, Inc.	Sept. '50
Food Materials Corp.	July '50
Fritzsche Bros., Inc.	4
Funsten Co., R. E.	52
General Mills, Inc.	46
Glidden Company	Sept. '50
Green Mfg Co.	Sept. '50
Greer Co., J. W.	Second Cover
Hayssen Mfg. Co.	Sept. '50
Heat Seal It Company	June '50
Heekin Can Co., The	65
Hildreth Pulling Machine Co.	Mar. '50
Hooton Chocolate Co., The	58
Hubinger Co., The	55
Ideal Wrapping Machine Co.	40
Iliff Manufacturing Co.	June '50
Kiwi Coders Corp.	49
Kohnstamm & Co., Inc., H.	9
Lamont, Corliss & Co.	52
Land O'Lakes Creameries, Inc.	15
Lehmann Company, Inc., J. M.	41
Liquidometer Corp.	42
Lueders & Co., Geo.	Sept. '50
Lynch Corp., Package Machine Division	Sept. '50
Magnus, Maboe & Reynard, Inc.	Sept. '50
Merckens Chocolate Co., Inc.	53
Mid States Gummed Paper Co.	July '50
Miller Wrapping & Sealing Machine Co.	Sept. '50
Mill River Tool Co.	38
National Equipment Corp.	33
National Food Products Co.	May '50
National Sugar Refining Co., The	June '50
Neumann-Buslee & Wolfe, Inc.	54
Norda Essential Oil & Chemical Co., Inc.	4th cover
Nulomoline Division, American Molasses Company	48
Oakite Products, Inc.	43
Olive Can Company	Sept. '50
Package Machinery Company	60
Penick & Ford, Ltd., Inc.	55
Peter Partition Corp.	Sept. '50
Peerless Confectionery Equip. Co.	Sept. '50
Pfizer & Co., Inc., Chas.	14
Phillips Co., Inc., Charles R.	Aug. '50
Pitt & Sons Co., The C. M.	Aug. '50
Polak's Fruit Works, Inc.	Sept. '50
Preferred Milk Products, Inc.	Sept. '50
Racine Confectioners' Machinery Co.	39
Refined Syrups & Sugars, Inc.	10
Riegel Paper Corp.	Sept. '50
Richmond Book	28
Ross & Rowe, Inc.	55
Savage Bros. Co.	44
Robert E. Savage Co.	Sept. '50
Sennoff-Harr Company	Sept. '50
Sheffman, John	37
Shellmar Products Corp.	July '50
Smith & Sons, Inc., W. C.	Sept. '50
Solvay Sales Division, Allied Chemical & Dye Corp.	Sept. '50
Specs Company	49
Staley Mfg. Co., A. E.	16
Standard Casing Co., Inc., The	34
Stehling Co., Chas. H.	Sept. '50
Stromberg Time Corp.	June '50
Sugar Information, Inc.	July '50
Sweetnam, Inc., Geo. H.	Sept. '50
Swift & Co.	47
Taft Co., R. C.	48
Thilmany Pulp & Paper Co.	July '50
Triumph Mfg. Co.	July '50
Union Confectionery Machinery Co., Inc.	71
Union Starch & Refining Co.	May '50
Vacuum Candy Machinery Co.	39
Van Ameringen-Haebler, Inc.	3
Voorhees Rubber Mfg. Co., Inc.	32
Voss Belting & Specialty Co.	Sept. '50
Warfield Co., The	12
Weinman Bros., Inc.	Sept. '50
Werner & Sons, Inc., John	36, 42
W-E-R Ribbon Corp.	46
Whitson Products Div. of the Borden Company	June '50
Wittenmeyer Machinery Co.	Sept. '50
Wyomissing Glazed Paper Co.	57-58

1
50
39
3
12
50
12
50
12
15

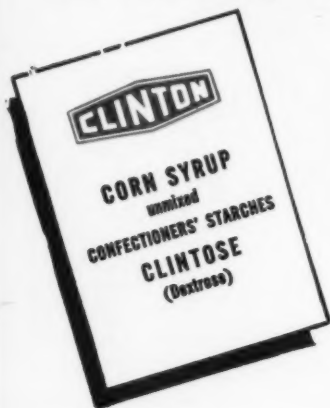
50
50
58

Guaranteed QUALITY



When you use Clinton's **SYRUPS** and **STARCHES**

Clinton's laboratory tested syrups and starches are scientifically manufactured to insure you unvarying uniformity. Clinton's staff of highly trained technicians are constantly checking these products to assure top quality, batch after batch.



● Our Sales Service Department is for your convenience. You'll find it mighty helpful and profitable in solving your technical problems. Write or call without obligation.

Tops

**FOR CONFECTIONERS
COAST-TO-COAST**

Clinton Foods Inc.

CLINTON, IOWA

CLINTON

How good can CHERRY FLAVOR be?

Well, counting fruit fresh from the tree,
For mixes, syrups, candies, cakes,
You'll take the cherry NORDA makes



Cherry flavor is very popular. Just how popular is it? Norda Cherry is likely to show you.

Norda Cherry Flavor can help make your cherry products the most popular products you sell.

Norda Cherry seems to have the extra *real cherry* taste of fresh-picked, plump, red fruit. There certainly is added flavoring power abundantly in Norda Cherry.

Norda Cherry is quality-made. Genuine and fine imitation are achievements of true flavor experts—skilled, long-trained to *know* flavors.

Send for *free samples* of Norda Cherry Flavor—give it all your tough tests. We think you, too, will find you prefer it. Send today.

Norda Cherry . . .

Another "Favorite to Flavor It"

Norda ESSENTIAL OIL AND CHEMICAL COMPANY, INC.
601 West 26th Street, New York 1, N. Y.

CHICAGO • LOS ANGELES • ST. PAUL • MONTREAL • TORONTO • HAVANA • MEXICO CITY • LONDON • PARIS

